Trade and Industry
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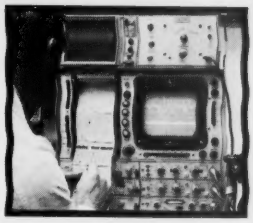
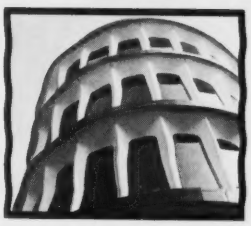

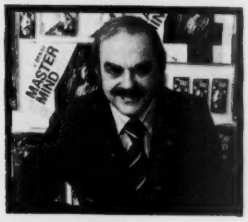

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TAC

Trade and Industry

12 May 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

Exports of Master Mind have contributed to a Queen's Award success for Invicta Plastics, whose chairman, Edward Jones-Fenleigh, is seen in the picture. Our special report (centre pages) surveys all this year's award winners.

Trade and Industry

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Trade and Industry this week

HOME

Shipping industry guarantees extended

Assistance for the UK shipping industry in the form of a limited extension of government guarantees given on loans made under section 10 of the Industry Act 1972, was announced by Edmund Dell, Secretary of State for Trade, on Monday (8 May).

In a written reply to the Commons, Mr Dell said the decision had been taken with the agreement of the Secretary of State for Industry and in consultation with the clearing banks. He said he intended to make this facility available to companies which had short-term problems, and no recourse to other sources of finance, but which were expected with the aid of such help to come through this recession as viable entities.

The government issues guarantees in respect of loans to UK shipowners for the purchase of ships in the UK through the home credit scheme, operated under section 10 of the Industry Act. The loans are provided by the banks at a fixed rate of interest (currently 7½ per cent) and partly refinanced by the government. The maximum credit allowed under the scheme is 70 per cent of the ship's contract price; and the maximum period of the loan is seven years from delivery. The scheme was introduced to match the export credit facilities available to the overseas customers of British shipyards.

Although it will be open to all UK shipowners with outstanding section 10 loans to apply for a moratorium on repayments of capital on any of those loans, there will be no automatic right to the facility. In practice, the government expects the majority of applications to come from the tramp sector of the shipping industry.

Ministers' talks with Boeing team

Eric Varley, Secretary of State for Industry, and Edmund Dell, Secretary of State for Trade, met Mr E. H. Boullionn, president of the Boeing Commercial Airplane Company, and members of senior Boeing managment on Tuesday (9 May).

The purpose of the meeting was to enable Mr Varley and Mr Dell to inform themselves better about Boeing's plans on future civil aircraft projects. Similar meetings have been arranged with senior management of McDonnell Douglas and Lockheed.

The Boeing team outlined the company's current plans and their potential significance for British Aerospace, British Airways and Rolls-Royce.

The information provided at the meeting will be considered by the government as part of its current look at future civil aircraft policy.

Government accepts Windscale recommendations

Recommendations contained in the Parker report on the Windscale inquiry have been accepted by the government, it was announced on Monday (8 May). In a written reply to the Commons, Peter Shore, Secretary of State for the Environment, gave the government's detailed response to the 15 recommendations, in preparation for the 15 May debate on the special development order authorising the £600 million nuclear fuel project.

Mr Shore said that the recommendations fell into three categories: those addressed to British Nuclear Fuels Ltd (BNFL); those directed to the government for modifications to existing control arrangements for environmental protection and safety; and those which called for organisational changes. 'The government accept immediately all the 12 recommendations in the first two categories. We also accept entirely the underlying purpose of the remaining three recommendations in the last category,' he said.

In the first category, BNFL had agreed to design the oxide reprocessing plant (Thorp) so that a krypton removal plant could be incorporated when and if reasonably practicable, and to pursue the necessary research and development. It also accepts that facilities should be made available for whole-body monitoring of local people.

The second category recommended modifications to the existing control arrangements for environmental protection and safety. The authorising departments had already set quantitative limits for liquid wastes for each significant radionuclide, as recommended. Mr Shore said that the adequacy of existing monitoring arrangements for all discharges, not only those to the atmosphere, was being reviewed by an expert group led by the Department of the Environment.

The third category comprised recommendations for more fundamental organisational changes. 'The government accepts the principle that security measures at Windscale should be checked by an independent person not involved in their design or operation, and will examine how best to put the recommendation into effect,' Mr Shore said.

'The inspector recommended a single inspectorate to be responsible for determining and controlling all radioactive discharges. Pending the government's decision on the unified pollution inspectorate recommended for England and Wales in the fifth report of the Royal Commission, the radiochemical inspectorate of my department will, in collaboration with the Ministry of Agriculture, Fisheries and Food, be responsible to ministers for the tasks described by the inspector.'

Building-brick industry could halve energy use

Technological possibilities for energy-saving in the building-brick industry could eventually cut its present fuel input by 50 per cent – worth well over half a million tons of coal equivalent a year, according to a report issued by the Department of Energy and the Department of Industry, on Wednesday.

The report says that the industry could save energy by recovering some of the energy in exhaust gases from kilns; by adding carbonaceous wastes to clays and shales before firing the bricks to reduce the fuel required in the firing stages; by increasing the level of perforation in bricks, so reducing the mass which has to be fired; and by increasing levels of insulation and also by energy monitoring at brickworks.

While these possibilities are already being exploited at some works and some of the potential savings are inevitable, the report recommends several government-funded research, development and demonstration projects covering waste heat recovery, carbonaceous additives and perforation levels. The report, Energy Audit 2 – the building brick industry, is available free from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ.

New title for Chief Scientist

Dr Duncan Davies' title at the Department of Industry has been changed from Chief Scientist to Chief Scientist and Engineer, it was announced on Wednesday.

The department points out that the change reflects the increasing part that its science and technology group is playing in the field of industry, engineering and technology, and does not indicate any diminution in the department's interest in, and concern for, science itself.

Management Consultants

Production
Commercial

The **Urwick Group** of international management consultants have vacancies for additional professional staff. Successful candidates will be based in the United Kingdom, but will have opportunities to work in other parts of the world. The work involves the diagnosis of a wide and varied range of industrial and commercial problems and the design and implementation of measures to solve them. Applications are invited from men and women, aged 28 – 35 who have experience in either of the two main functions.

MANUFACTURING MANAGEMENT

Applicants should have a university degree or similar professional qualification. They should have had experience as a works manager, production manager or in a similar position, involving direct responsibility for the work of shop floor labour. *(Reference MM/213/TI)*

COMMERCIAL MANAGEMENT

Applicants should have a university degree or recognised accountancy qualification. Experience in commercial management with a strong market or financial emphasis is essential. Responsibility should have been carried for assessing commercial opportunities and implementing plans to realise them. Such experience might have been gained as a marketing manager or senior accountant. *(Reference CM/213/TI)*

Some of these appointments will be reserved for candidates fluent in French, Spanish or other European language. Compensation includes salary, share of profits, car allowance, pension, life assurance and medical insurance. New consultants are seldom asked to move their home on appointment.

Please write in confidence to K. L. Brierly, quoting the appropriate reference shown above, giving details of age and salary and describing how you meet these requirements.

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Eric Varley, Secretary of State for Industry (left), examines materials with John Clapperton, manager of Carrington Viyella's unit 1, in the new Lancashire mill.

Varley opens new Lancashire mill

Opening a new textile mill for Carrington Viyella at Atherton, Lancashire, on Monday, Eric Varley, Secretary of State for Industry, said that in the longer term it was only by using the most up-to-date plant and by improving productivity that the foundations could be laid for better security of employment and for growth and expansion. In the year to September 1977 about £17 million was made available under the Industry Act to help new investment in the textiles and clothing industry.

Mr Varley pointed out that the textiles and clothing industry made a major contribution to the balance of payments by way of import saving and exports, which rose from £1,100 million in 1975 to £1,500 million in 1976 and £1,950 million in 1977. It was Britain's third largest manufacturing industry, with over 800 000 employees and an output of £8,000 million in 1977.

London docks amongst derelict land for clearance

London docklands and certain areas in Derbyshire, inner Birmingham and the Black Country were designated derelict land clearance areas by Alan Williams, Minister of State for Industry, on Tuesday.

Announcing the designations in a written reply to a parliamentary question from Roderick MacFarquhar MP (Belper), Mr Williams said that the government had decided to designate the following areas as derelict land clearance areas: the docklands area of London, as delineated on the map referred to in article 3 (i) of the Docklands Land Board Order 1977 (a); the employment office area of Swadlincote; and the employment office areas of Aldridge, Aston, Bilston, Birmingham, Brownhills, Cannock, Cradley Heath, Darlaston, Dudley, Halesowen, Handsworth, Kingswinford, Oldbury, Small Heath, Smethwick, Stourbridge, Tipton, Walsall, Washwood Heath, Wednesbury, Wednesfield, West Bromwich, Willenhall, and Wolverhampton.

The necessary order would be laid before the house as quickly as possible. Designation of derelict land clearance is being encouraged by the government in areas where dereliction is hindering industrial development.

'Rogue' garages: action proposed

'Rogue' garages and dealers are to have their activities curbed by action planned in the near future, Gordon Borrie, Director General of Fair Trading, announced on Tuesday (9 May). 'Rogue' garages account for 70 per cent of the problems uncovered in an Office of Fair Trading survey of the car code of practice.

According to the survey, people who do business with code firms are 11 times less likely to have a serious complaint. The code – which is supported by the Society of Motor Manufacturers and Traders, the Motor Agents Association and the Scottish Motor Traders Association – covers 85 per cent of UK car sales and servicing.

The car code of practice, agreed with OFT, was introduced in February 1976 and laid down rules to give motorists a better deal, including pre-delivery inspections of new vehicles, improved warranties, estimates for repairs, guaranteed repairs, more information about mileometer readings and conciliation and arbitration services to settle complaints.

A sample analysis of 50 805 complaints about car sales and servicing, made to local authority trading standards departments and citizens' advice bureaux in 1976, showed that only 30 per cent involved dealers and garages which belonged to the trade associations supporting the code of practice. Further, out of 477 convictions under the Trade Descriptions Act, only 5 per cent involved code members. Garages and dealers outside the code account for only 15 per cent of the trade but, on the evidence of the survey, produce 70 per cent of the problems.

Income tax reduction approved

A Conservative amendment to the Finance Bill to reduce the standard rate of income tax by 1p, from 34p down to 33p, was approved on Monday (8 May) by the Commons. If it is not reversed by the house at the report stage of the Finance Bill, the change should come into operation in October or November and would be backdated to the beginning of the tax year.

A 1p reduction in the standard rate would cost the Exchequer an estimated £370 million in a full year. The Chancellor of the Exchequer, Denis Healey, indicated that if the PSBR seemed likely to exceed the £8.5 billion laid down in the budget the government would take the necessary steps to correct it.

In this connection he referred to three possible sources of additional revenue: the employers' national insurance surcharges; company taxation; and stamp duty.

The north gets nearer . . .

Six new 200 km/h (125 mph) high-speed trains came into service on British Rail's east coast route to Scotland on Monday, dramatically reducing journey times between London, the north east and Scotland. Lopping nearly 40 minutes off the previous fastest schedule, several of the trains now make the London–Edinburgh dash in less than five hours.

Each of the £1.75 million, 10-coach trains works an out-and-back 800-mile-plus trip each day, running for long stretches at the maximum line speed of 200 km/h (125 mph). Work is under way to bring further stretches of line up to high-speed standards, and British Rail hopes to slash the capital-to-capital time still further to 4½ hours by May 1979. When the full squadron of 32 of the new high-speed train sets is in operation next year, 200 km/h operation will be extended to almost all daytime east coast route expresses, including the busy London–west Yorkshire corridor to Leeds.

Although British Rail Engineering already claims full order books, export prospects for the new train should be good; its 75ft-long air-conditioned passenger cars are among the most advanced vehicles in the world in everyday passenger service, and despite the luxurious finishing, are the lightest per passenger seat in Europe.

. . . and Birmingham gets cross-city link

Birmingham's 'Cross-City' line, a new low cost, mass-transport system, was opened by Secretary of State for Transport, William Rogers, at University station on Monday (8 May).

The 19 miles of upgraded track runs across station. The line will provide an intensive rail service seven days a week and help to relieve road congestion in the city centre and the suburbs.

The £9 million project, funded by West Midlands County Council with a 70 per cent government grant, has been developed by the West Midlands Passenger Transport Executive (PTE) as part of its public transport system. Existing bus and rail services are linked as part of a public transport package, with bus and car interchange facilities provided at a number of stations.

The line links large and expanding residential areas, factories and commercial shopping centres with the heart of Birmingham. Three of its 16 stations – Longbridge, University and Five Ways - are brand new and serve important areas (British Leyland, Birmingham University and the Queen Elizabeth Hospital, and the office development at Five Ways) for the first time.

To all Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

1. **Management Accountant.** A sound practical accountant with international experience in the engineering and construction industries – establishing financial management teams and reporting systems. A good project accountant. **Age 29 Salary circa £9,000**

2. **Finance Director.** ACA, J Dip, MA. A successful 'high-flyer' with notable company doctoring achievements in both the service and manufacturing industries. Seeks substantial and demanding line management appointment with potential. **Age 30 Salary circa £15,000**

3. **Financial Controller.** BS (Econ), MBA. Fluent French, Spanish, German with large international trading group experience in management, acquisitions and treasury. Seeking career move located in any major financial centre worldwide. **Age 31 Salary £20,000+**

4. **Financial Controller.** ACA. Good Spanish. His wide international experience includes restructuring reporting and control systems for large FMCG and insurance companies, and sound experience in UK, Australian and South American environments. **Age 32 Salary £9,000**

5. **Financial Controller.** ACA. An impressive and widely travelled F/C with major international group. A professional who seeks greater involvement with management probably in a smaller group offering career development potential. **Age 33 Salary £9,000+**

6. **Group Financial Manager.** MA (Cantab), ACA. His considerable manufacturing company experience covers 10+ divisions, 30+ factories and numerous selling points, acquisitions and rapid growth. Wishes to maintain career impetus. **Age 32 Salary £13,000+**

7. **Finance Director.** BA (Econ), MBA (Finance). A highly effective financial manager and manager of international projects with substantial manufacturing group. Seeks further career development opportunity. **Age 34 Salary £15,000+**

8. **Finance Director.** ACMA. A strong group financial manager whose experience covers timber production and products and consultancy experience in Europe, Spain and East Africa. Seeks career development with larger company. **Age 36 Salary £10,000+**

9. **Financial Director/Treasurer.** FICM. Good German. A professional large Anglo/American group F/D with treasury experience and international borrowings exceeding £200m. Seeking ultimate career move. **Age 51 Salary £13,000+**

10. **F/D and General Manager.** ACMA. Good French with substantial experience in light engineering and shipping – including containerisation and a knowledge of both European and American business methods. Seeking career development and would consider participation. **Age 37 Salary £10,000+**

11. **Financial Controller.** FCA. A tough entrepreneurally minded F/C with excellent knowledge of the Leisure, restaurant and hotel industries. Seeking greater responsibility leading to general management. **Age 39 Salary £13,000**

12. **Group F/C.** MA (Cantab), FCMA., C. Eng., MICE., MIMC. Good French. A highly effective senior executive with considerable commercial expertise in all forms of contracting and construction – civil, mechanical, electrical and oil. Seeks opportunity to use his experience to greater effect. **Age 44 Salary £12,500+**

MARKETING

13. **Saleswoman.** BA. Fluent French, good Japanese and Korean, some German and Russian. A mature and able young lady who enjoys 'upmarket' selling especially, using her linguistic ability. Highly articulate. **Age 22 Salary circa £4,500**

14. **Export Salesman.** BA (Hons) Oxon. Fluent French and German, good Italian and Malay. One years experience selling capital equipment in French Africa. Seeking greater opportunity. **Age 25 Salary £4,000**

15. **Export Marketing Manager.** A hard working award winner in scientific instruments and laboratory equipment. Self taught but highly successful in Europe and Middle East. Closely involved in product launches, exhibitions and planning. Seeking career development. **Age 31 Salary £6,500**

16. **Area Export Manager.** MA (Hons) Cantab. Fluent French and German, some Italian and Russian. After successfully maintaining profits in a difficult area in the food industry in Europe he seeks career progression leading to general management. **Age 29 Salary £8,500**

17. **Admin/Export Sales.** BA. Fluent German, good French. With 6 years executive experience in nationalised technical industry wishes to use linguistic ability in export sales. Well presented and highly articulate. **Age 29 Salary £5,000**

18. **Marketing/General Manager.** BA (Oxon), 1st Class MBA (Harvard), High Distinction M. Inst. Mkt. Good French. After completing impressive turn-round in £20m T.O. company this highflyer seeks improved long term prospects ideally but not necessarily in consumer durables. P and G trained. **Age 29 Salary £11,000**

19. **Catering Marketing Manager.** BA (Hons). A tough aggressive and successful manager with an excellent knowledge of the frozen food industry. Seeks to broaden his career and improve remuneration due to promotion blockage. Flexible as to product and location. **Age 31 Salary £9,000**

20. **Engineering Superintendent.** Good Arabic. A tough highly practical engineer responsible for plant and services maintenance including cranes, fork lift trucks and transport for major overseas project nearing completion. Available world wide. **Age 50 Salary £18,000+**

21. **G/M. F. I. Freight Forwarders.** A successful 'Trader' with an intimate knowledge of freight forwarding by land, sea and air worldwide, together with all shipping documentation and handling. Seeks career development anywhere. **Age 41 Salary £7,000+**

22. **Area Marketing Manager.** HNC (Mech). Fluent French, Dutch, Malay/Indonesian, Japanese, some German. Successfully marketing capital equipment across Europe, Middle and Far East. Victim of reorganisation. An able man who enjoys responsibility expecially in the Far East. **Age 38 Salary £12,000**

23. **Marketing Director.** Highly professional and responsible for a 2500+ direct sales force in FMCG. Also with responsibility for agencies throughout Europe. Seeking new career development. Location entirely flexible including Australasia and Americas. **Age 38 Salary circa £25,000**

24. **Marketing/Operating Director.** F. I. Building. Fluent German. Highly successful career in major building and construction company with marketing and I.R. involvement internationally. Seeking ultimate career move to a smaller company. **Age 51 Salary £15,000+**

GENERAL MANAGEMENT

25 **Admin and Conference Organiser.** BA. Fluent French and German, good Italian. A meticulous and experienced administrator for international conferences with some knowledge of export selling. **Age 28 Salary £5,000**

26 **Chief Metallurgist/Expediting engineer.** B.Sc (Hons) metallurgy. Good French. A good negotiator with wide knowledge of ferrous and non-ferrous metals, British Standards and European quality controls. Plastic engineering experience – promotion blockage. **Age 38 Salary £7,000**

27 **Chemical Engineer.** BSc (Oxon), Hons Dip Accounting and Finance. Strong process licensing and financial experience with major international industrial group. Promotion blockage, seeking career development. **Age 40 Salary £9,000**

28 **Personnel Manager.** BA (Oxon) MIPM. Highly experienced in Management Development and Training with major international industrial group (1000+ executives). Wishes to become more closely involved with Industrial Relations problems no matter how difficult or entrenched. A tough tactful and fairminded man. **Age 41 Salary £10,000**

29 **General Manager.** ACII. Good Russian, French, Swahili, with extensive General, Life and Pension insurance experience with a major international 'composite' group in Africa and UK. Promotion blockage. Seeking increased remuneration location flexible. **Age 43 Salary £10,000+**

30 **Production Manager.** A1 Metallurgist, M1 Welding. Considerable experience in heavy structural engineering and fabrication for Capital Plant, rolling stock, bridges. Successfully installed an automated welding plant. Sound sales and marketing experience. **Age 40 Salary £10,000+**

31 **Power Engineering Manager.** BSc (Hons) CEng, FIMechE, FIEE. A professional electrical engineer with impressive record wishes to be more closely involved with a profitable company operating in the UK or overseas. **Age 41 Salary £10,000**

32 **General Manager.** ACII. Most successful in establishing a general insurance group. Sound knowledge of life and re-insurance including world wide contacts. A company doctor who would like to return to the management ideally overseas. **Age 39 Salary circa £15,000**

33 **F/C General Manager.** CA, Good Spanish. An experienced Director of large international group retailing textiles and associated products (to £500m+) as well as discount warehousing. Substantial knowledge of South America. **Age 45 Salary £12,000**

34 **General Manager/Marketing Coordinator.** MA, LIBDip BA. Good French. An intelligent entrepreneur with good all round general trading experience in large international group. With merchant banking and wholesale/retail experience. An excellent negotiator. **Age 35 Salary £10,000+**

35 **Civil Engineering Director.** BSc (Eng) Hons PREng CEng ATRC MICE MSAICE with 20 years experience on major projects in Africa, UK, Ireland and Far East. Capable, vigorous and willing to locate anywhere for new opportunity, present contract nearing completion. **Age 46 Salary £25,000+**

36 **Project Director.** MA (Cantab) CEng FIEE FRA and S. Good French. Has worldwide responsibility for telecommunications network and diversified technical equipment involving 100 000+ personnel. Seeking a career change. **Age 55 Salary negotiable**

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

Robin R. Wheatley

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Home news

Hattersley welcomes beer industry improvement plans

Fewer price increases, more competition and a review of the effectiveness of past investment have been agreed in discussions between government and the brewing industry.

Answering a parliamentary question on 2 May, Secretary of State for Prices and Consumer Protection Roy Hattersley welcomed the real progress made in the industry towards greater competitiveness and efficiency. He said that in wide-ranging discussions with the Brewer's Society three main areas for improving the industry had been identified – the frequency of price rises, competition within the industry, and effective investment.

On prices, the major brewers had given undertakings, covering periods of from six to 12 months, that they would extend the period between rises so that their prices should remain generally stable until towards end-1978 or later.

On competition, the recent Price Commission report on beer prices and margins had pointed to the barriers to competition caused by the industry's unusual degree of vertical and horizontal integration. The Monopolies Commission in 1969 had indicated the dangers of local monopolies of brewery-owned public houses.

Mr Hattersley explained that the Brewers' Society was undertaking a review of the extent of local monopolies, and would prepare within six months a systematic and comprehensive plan for their elimination. Although elimination would necessarily take some years, it was essential to the development of competition. The secretary of state said that he would be discussing this with the industry from time to time and would examine further proposals for mergers in the meantime with particular care.

As a further extension of competition, the brewers had also agreed to see how draught ales could be exchanged in certain areas where the tied house system currently operated and to continue phasing out 'wet rents'.

In regard to investment, Mr Hattersley said the future efficiency of the industry would be materially aided by a study of both past and planned investment, undertaken by the brewing sector working group of the Food and Drink Manufacturing Industry EDC, on which both industry and government departments were represented.

Huckfield tours Glasgow shipyard

Leslie Huckfield, Parliamentary Under-Secretary of State for Industry, visited Glasgow shipbuilders Scott-Lithgow on 5 May. He is seen (right) during a tour of the shipyard with Alexander Ross Belch, the company's managing director. Nearing completion is *Fort Austin*, the second of two new fleet-replenishment ships to be built by Scott-Lithgow for the Royal Navy.

More government grants for consumer advice centres

During this financial year, the full cost of running the country's 120 consumer advice centres will again be borne by the government, said Roy Hattersley, Secretary of State for Prices and Consumer Protection on 3 May. The grants will total about £3½ million for the whole country.

Speaking at the opening of a mobile consumer advice centre at Northfield, Birmingham, Mr Hattersley said, 'Thanks to the National Association of Citizens' Advice Bureaux, we are beginning to fill the gap in consumer protection left by the recent decision of the West Midlands County Council to close its consumer advice centres. One hundred thousand people visited the west Midlands CACs every year and received invaluable assistance over a whole range of real and practical problems that had a direct effect on their welfare and their standard of living.'

He pointed out that the consumer advice centres which were closed down last year met this need. The cost of the service they provided did not fall on the west Midlands ratepayer because the government's 100 per cent grant covered their full cost. The decision to close the consumer advice centres did not save the west Midlands ratepayer a single penny and since CACs had assisted and complemented the statutory services of the weights and measures inspectorate, which were totally locally financed, the closure of CACs added to the burden on west Midlands ratepayers.

Mr Hattersley said that the money the west Midlands had rejected was being avidly taken up all over the country by councils which wanted to provide this service for citizens. NACAB was helping to restore the service in the west Midlands. The government was providing £51,000 capital costs for five new centres in the region and would also make a grant of £127,000 towards this year's running-costs.

Grants of £3.79 million

Details of the CAC grants were announced by John Fraser, Minister of State for Prices and Consumer Protection, on 4 May. He said that 121 Consumer Advice Centres would receive 100 per cent grants from his department until 31 March 1979. Up to £3.79 million was being made available for the year. Most of these centres would be operated by local authorities, although some would also be run by the Citizens' Advice Bureaux movement and local consumer groups.

Head of Finance Planning

£9,840-£11,850

This appointment, which is open to both men and women, arises in the Central Finance Department of the Post Office.

The Job

involves responsibility to the Director of *Central Finance Planning for:*

* the co-ordination of medium/long term financial plans;
* *financing the capital programme;*
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* *extensive relevant experience;*
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* an economics degree or Business School background.

It is unlikely that anyone not already in their mid-thirties will have had the *appropriate* experience.

For this London-based post the initial salary will be in the range quoted above. Other conditions are of a high standard.

For further information and an application form write, or telephone:
W. Cockburn, Director, Central Finance Planning,
Post Office Central Headquarters, 23 Howland Street, London W1P 6HQ.
Tel: 01-631 2495.

Closing date for receipt of applications 23 May 1978.

The Post Office

Electric toasters found defective

Certain electric toasters have been found to be defective and to present a risk of electrocution. The Department of Prices and Consumer Protection has been informed that certain Morphy Richards toasters, models 4406 and 4407 sold since June 1977, have a defect that can cause the element in them to be 'live' although the 'pop-up' device is in the 'off' position. Even if a toaster with this fault appears to be switched off, anyone touching the element could be electrocuted.

The risk arises because, in a few of these toasters, the double-pole switch which has only been required since 1 April 1976 by the Electrical Equipment (Safety) Regulations 1975 is not operating properly and is therefore functioning only as a single-pole switch. It is understood that the manufacturers will themselves shortly be publishing information of the arrangements now being made to have these Morphy Richards toasters, Models 4406 and 4407, checked locally and anyone having these toasters should wait for the manufacturers' announcement.

Assurances given to fair trading DG

Written assurances under part III of the Fair Trading Act 1973 have been obtained by the Director General of Fair Trading from Roy Lichfield, manager, and Alan Brierley, director, of Television Trading Services (Berkhamsted) Ltd of Charles Street, Berkhamsted, Hertfordshire. The company, which sold and repaired television sets, went into liquidation last year.

In asking for the assurances, the director general took into account 27 complaints about the inadequate repair of television sets from people in Hertfordshire and Buckinghamshire.

The complaints arose from repairs carried out between March 1976 and July 1977. In all, more than £1,600 was involved. Three of the 27 customers who complained brought proceedings against Television Trading Services (Berkhamsted) Ltd in the Hemel Hempstead Court in February, May and July 1977 and the company was ordered to pay a total of £229.39.

By giving these assurances Mr Lichfield and Mr Brierley promise not to continue their unfair conduct to consumers, irrespective of the business in which they may be engaged.

Part III of the Fair Trading Act provides that where it appears that a trader (which can include a company) has persisted in a course of conduct detrimental to the interests of consumers and has disregarded his obligations under the criminal or civil law, the director general can seek written assurances from the trader that he will refrain from continuing his course of conduct. If an assurance is either refused or broken, the director general can seek from the Restrictive Practices Court, county court, or sheriff court an order forbidding the trader to continue such conduct. Breach of an order amounts to contempt of court and lays the offender open to a fine, or in the case of an individual, imprisonment. In this case the director general has also used his powers to seek assurances from directors of the company, which will be binding on the directors in relation to any company in which they hold office.

Secretary of state decides against glass industry mergers

The proposed mergers between the Rockware Group Ltd and Redfearn National Glass Ltd and between United Glass Ltd, and Redfearn National Glass Ltd., would be against the public interest and should not go ahead. These were the findings of the Monopolies and Mergers Commission in its unanimous report on the proposed mergers (HMSO, price £1.35). In the light of these findings, the Secretary of State for Prices and Consumer Protection has decided that the mergers should not go ahead and is asking the Director General of Fair Trading to seek undertakings from Rockware and United Glass to that effect.

The commission considered that the mergers might be expected to lead to the adverse effects of diminished competition; the risk of less adequate provision of capacity in the United Kingdom to meet market demand; and in the short term at least, the risk of increased imports.

The commission did not consider that the cost reductions that might be achieved under either merger would counterbalance these disadvantages. They were, moreover, unable to recommend any action which would remedy or prevent the adverse effects which might result if either merger were permitted. They recommended therefore, that neither merger should be permitted.

Price Commission to examine tv hire and toothpaste

Roy Hattersley, Secretary of State for Prices and Consumer Protection, on 4 May directed the Price Commission to undertake examinations into the production and distribution of toothpaste and in the hiring of television sets for domestic use. The terms of the directions are as follows:

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 1 November 1978 to make a report to him on the following question:

> The prices, costs and margins in the production and distribution of toothpaste presented in paste form for use with a brush in the cleaning of natural teeth.

In making its examination the Price Commission shall not be required to take into account any company other than Beecham Proprietaries Limited, Elida Gibbs Limited, Colgate Palmolive Limited and Procter and Gamble Limited.

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 1 September 1978 to make a report to him on the following question:

> The charges, costs and margins in the hiring of television sets for domestic use.

In making its examination the Price Commission shall not be required to take into account:

(i) any company other than Thorn Television Rentals Limited, Rumbelows Limited, Granada TV Rental Limited, Rediffision Limited, Visionhire Limited and Relay Vision Limited; and

(ii) the charges, costs and margins in the provision of television signals; and

(iii) the charges, costs and margins in the hiring of any device attached to a television set in connection with the provision of information or the playing of games or the recording of television programmes.

Minister warns on new safety regulations

Industry has been given 18 months in which to prepare for the entry into force of the safety representatives and safety committee regulations on 1 October and there is no excuse for anyone who is not now well on the way to being ready, warned Parliamentary Under-Secretary of State for Employment John Grant on 2 May.

Addressing the Forest Industrial Accident Prevention Group at its annual conference in London, he said that in his view the regulations were the most significant step that had been taken in the field of health and safety for some time. 'They have, I know, generated more interest than perhaps any other subject since the Health and Safety at Work Act itself was made law some four years ago'.

The regulations provide that recognised trade unions may appoint safety representatives in firms and that, in certain cases, employers must establish committees to be concerned with the health and safety of people at work. Employees appointed to these duties will be entitled to adequate time off with pay. They may complain to an industrial tribunal if it is not granted.

Mr Grant stressed that the new regulations were unusual in that they did not lay down detailed provisions that must be followed regardless of circumstances. Nor were they mandatory in every respect.

'The regulations, although they set out some specific rights and duties, are only a framework within which it is possible to make a wide variety of arrangements,' he said. 'Indeed, should both employers and trade unions agree, they are perfectly free to throw our regulations out of the window and make whatever agreement is mutually acceptable to them.'

Office safety training booklet published

'Is my office safe?' is the title of a staff training handbook on office safety published on 3 May by HMSO on behalf of the Civil Service Department and the Training Services Division of the Manpower Services Commission.

Government statistics show that many office staff are seriously hurt each year in accidents

Why pay rent for office space when you can get it rent-free for up to 7 years?

Does your company have offices, a research and development unit or other non-manufacturing activity not tied to a particular area? If so, there are considerable financial advantages in moving to one of Britain's Areas for Expansion or setting up a new project in one of these Areas.

Rent-free offices

Substantial grants are available based on the number of jobs created within five years from the start of a project. These include a grant equivalent to the market rent of the premises of your choice for periods of up to three, five or seven years, depending where you go in the Areas for Expansion.

Apart from these short-term benefits the long-term savings can be considerable.

Compare the following typical rents for new offices (per square foot) with what you pay now: (Prices quoted: January '78)	
Central London	£10.00 – £15.00
Areas For Expansion:	
Glasgow	£3.25 – £4.25
Cardiff	£2.50
Liverpool	£3.75 – £4.00
Leeds	£4.75
Newcastle upon Tyne	£1.50 – £2.08

Send for details or phone 01-211 5154

(24-hour answer-service for booklet enquiries only on 01-834 2026).

To: The Industrial Expansion Team, Department of Industry, Millbank Tower, London SW1P 4QU.

NAME_____

POSITION IN COMPANY_____

COMPANY_____

ADDRESS_____

Areas for Expansion

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ISSUED BY THE DEPARTMENT OF INDUSTRY in association with the Scottish Economic Planning Department and the Welsh Office.

at work, most of which could have been avoided. To help reduce this toll, the training method designed by CSD and TSD for use in civil service offices is being made publicly available. The method proved very effective when tried out in government establishments; both managers and staff discovered easily-remedied dangers which some had failed to notice before (such as placing cups of coffee on photocopiers – dangerous if the liquid spills into the machine).

The handbook contains brief, clear information on accident hazards and what to do about them; a handout and a questionnaire which can be reproduced and distributed to staff to help them become more safety conscious, and a check list, printed on a small card, covering the main points supervisors and safety officers need to keep in mind.

SDA factories offer 11 000 jobs

More than 11 000 jobs have been created during the past two years by companies moving into Scottish Development Agency factories, said James Gorie, SDA head of promotion, on 26 April.

Opening a new factory for Keptie Engineering Co Ltd at Arbroath in Tayside, Mr Gorie said that last year there had been a substantial increase in inquiries for agency factories and from these, more than 70 companies had moved into advance, purpose-built or vacant established factories. In the past two years more than 3 million sq ft of factory floor space had been leased offering more than 11 000 jobs.

There was, he explained, a rising demand for smaller buildings, particularly under 10 000 sq ft, and the SDA factory construction and modernisation programmes were designed to meet this trend, providing buildings which were not only smaller, but which could be divided into even smaller sections.

Carpet manufacturer takes factory at Altham . . .

Atlanta Carpets Ltd is occupying a 900 m² advance factory built by the English Industrial Estates Corporation for the Department of Industry at Burnley Road, Altham, Accrington, Lancashire. Atlanta is a newly-formed company which will manufacture loop-pile contract carpets and carpet tiles. The company expects to employ 41 people as production is built up over the next year or two.

. . . and tanker services firm leases land

Clayton Tanker Services Ltd is leasing a ½ hectare of land on the Altham industrial estate from the English Industrial Estates Corporation which administers the estate for the Department of Industry. Clayton which carries out the manufacture and repair of road tankers is to build a 1100 m² factory on the site and expects to extend the premises by a further 460 m² within the next two or three years. The company expects to employ 35 people when full production is reached in the extended factory.

British Rail reports improved annual surplus

British Rail had an operating surplus before interest of £68.4 million in 1977, compared with a surplus of £13.7 million in 1976 – an improvement of £54.7 million. Peter Parker, British Rail's chairman, described 1977 as a year of advance in the board's annual report and accounts for 1977, published on 4 May (HMSO, price £1).

'Our passenger volume has improved by 3 per cent. The deficit on the freight and parcels businesses has been driven down from £66 million in 1975 to just over £5 million in 1977. Shipping moved from a £2 million loss to a record operating profit, with the combined ships and harbours contribution totalling £9 million. British Rail Engineering won overseas' orders worth a record £42 million in Export Year. Property raised its operating surplus to over £20 million. Hotels doubled its operating profits to £1.5 million.'

Among other points raised in the report, it says more people travelled by train in Britain in 1977, when the rail passenger business earned £593 million, an increase of 17 per cent. Revenue from reduced fares and special promotions went up by 21 per cent reflecting the success of the board's intensive marketing of rail travel with fares devised to appeal to many sections of society. In the first full year of operation of 125 mph high speed train services between London and Bristol/Weston-super-Mare and London and south Wales, the rail share of the passenger market on these routes went up by 30 per cent.

Railfreight Speedlink, a network of 29 daily services using fast, modern high-capacity wagons linking main industrial and market areas, carried over 2 million tonnes in 1977, 25 per cent of which represented new business. By the end of 1978, Speedlink will be offering 50 daily services and carryings are expected to double.

High-speed trains came off British Rail Engineering Ltd's production lines at the rate of one every three weeks during 1977 and work continued on three prototype advanced passenger trains. Orders worth £46 million were obtained from outside customers, including nearly £42 million in exports. In 1977, the Board's consultancy subsidiary, Transmark, undertook work on 47 projects in 31 countries and earned £2.8 million. Indications are that 1978 will see a further expansion of the company's activities as the world-wide resurgence of rail transport continues.

The combined ships and harbours operating surplus of £9 million represents an improvement of £10 million on 1976. Continental services produced a significant net revenue improvement over 1976 with growth in almost all categories of traffic.

The number employed in railways was reduced by 4456 to 178 239 during the year.

NEB makes 1977 pre-tax profit

Before extraordinary items, the National Enterprise Board made a pre-tax profit of £34.3 million in 1977. Commenting on the results published in NEB's 'Annual Report and Accounts 1977', chairman Sir Leslie Murphy said that the effect of the extraordinary items of £46 million, mainly in British Leyland, was to convert the profit into a loss after tax of £31 million.

He pointed out, however, that if the results of BL were excluded from the consolidated results, profit before tax rose by £52 million from a loss of £21 million in 1976 to a profit of £31 million in 1977.

Return on capital employed

Return on capital employed by the NEB and its companies, excluding British Leyland and, Rolls Royce, was 11.4 per cent, which Sir Leslie described 'a satisfactory result'. It represented, he said, a reasonable base from which to achieve the financial duty of 15-20 per cent return on total capital employed (excluding BL and Rolls Royce) by 1981.

Proposed increase in HGV test fee reduced

Secretary of State for Transport William Rodgers has announced that the fee for an appointment for a heavy goods vehicle driving test will not be increased from £24 to £33.50 as proposed last December.

In answer to a parliamentary question on 3 May, he said that in the light of all the circumstances, including the exceptional increase needed in August 1976 to make the service self-supporting, he had decided to limit the increase payable at this stage. The fee from 1 June, under regulations which he would lay before the house shortly, would be £30.

Annual review

In future he intended that this charge should be reviewed, and adjusted as necessary, annually. Following the review at the end of the current financial year, the fee would be increased to ensure that costs throughout 1979-80 were fully recovered.

Airline pilots' fitness substantiated

Most of the recommendations of the report of the Royal College of Physicians on cardiovascular fitness of airline pilots have already been implemented, said the Civil Aviation Authority on 26 April. There had been only one fatal accident involving a UK public transport aircraft in the past 20 years in which a medical disorder was thought to be a contributory factor.

One general point that the authority makes is that, because of the changing age structure,

Government sales

24 May 1978 – Miscellaneous

Location:
The Astoria, Roundhay Road, Leeds 8
Auctioneer:
Bartle and Son (Dept L), 1a Bridge Street, Tadcaster, N. Yorkshire (0937 835303)
Furniture, clothing, blankets, carpets, machine tools, motor spares, tyres, some vehicles and other miscellaneous items lying at depots in Yorkshire, Lancashire and Lincolnshire.

1-2 June 1978 – Miscellaneous

Location:
Top Rank Suite, Bannister Road, Southampton
Auctioneer:
Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants (0329 234211)
Clothing, textiles, furniture, scrap cordage, paint, jerricans, fork lift truck, iron beds, machine tools, MT spares, tyres, miscellaneous electrical and other items lying at depots in south central England.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneer from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Industrial & Commercial Property

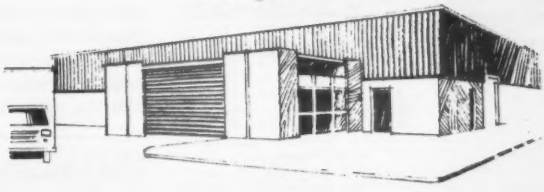
Plant and Machinery

Valuations Sales

UK and Overseas

Henry Butcher & Co
incorporating
Leopold Farmer & Sons

London 01-405 8411
Leeds 0532 457356
Birmingham 021-236 5736



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Telephone: Cwmbran 67777.
Please send me information about industrial opportunities.

NAME_____
POSITION_____
COMPANY_____
ADDRESS_____

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fewer pilots are getting serious medical troubles and less than half of these are due to cardiovascular disease. The college's report refers to the 1975 figure for loss of licence due to cardiovascular problems, but the improving trend is clearly illustrated by comparing the figure for 1975 with those for 1976 and 1977:

1975 – 65 total, including 41 cardiovascular
1976 – 38 total, including 15 cardiovascular
1977 – 17 total, including 8 cardiovascular

The authority has for some time had an advisory panel under the chairmanship of its own chief medical officer. This includes specialists chosen for their knowledge of aviation problems as well as doctors representing airlines, Balpa and the Guild of Air Pilots and Air Navigators. Two of the doctors are professional pilots and four others have a private pilot's licence. There are twice as many private pilots as professional pilots.

The section of the college's report giving advice to pilots on health maintenance is perhaps the most important for it notes that most cardiovascular risk factors can be avoided or controlled. In the authority's experience, many pilots do not take their risk factors sufficiently seriously. Extra voluntary tests and advice are offered to pilots attending CAA medical centres.

Five-point plan to save petrol

Copies of a five-point plan to help motorists to save petrol are being distributed throughout the country by the Department of Energy as part of its motoring economy campaign.

When tested by a group of motorists, the plan helped them to achieve an average saving of 9 per cent in fuel consumption. If this saving was reflected nationally, 210 million gallons of petrol a year, worth £160 million, would be saved.

The five economy points for drivers are:

- ☐ make sure the car is not carrying unnecessary weight
- ☐ push the choke in as soon as possible
- ☐ get into top gear quickly and smoothly
- ☐ accelerate and brake gently
- ☐ ensure that sparking plugs and contact breakers are properly adjusted and that tyres are correctly inflated.

Fees increase for petrol storage licences

Licence fees for storing petroleum spirit will be increased from 1 July under regulations (SI 1978/635, HMSO, price 10p) laid before parliament on 8 May. Licensing covers such places as petrol filling stations, distributing depots and major installations or other places, where petroleum spirit is stored in cans, drums and tanks.

The fees, according to the amount of petroleum stored, are now set at £10 for up to 2500 litres, £15 for amounts between 2500 litres and 50 000 litres, and £30 for more than 50 000 litres. The cost of transferring a licence goes up from 50p to £2.

The increased fees, which are necessary to meet the higher costs of licensing authorities, were decided upon after consultation with local authorities, harbour authorities and other interested parties. In the long term, the legal provisions for the licensed storage of petroleum spirit will be reviewed within the Health and Safety Commission's programme for revising legislation covering the safe use and storage of highly inflammable liquids.

Degree day service: figures for April

Degree day figures for April, published by the Department of Energy, are shown in the table. This service is designed to help industry and commerce improve the efficiency with which space heating systems are used.

The figures are a record of the extent and length of time in a particular month that the external temperature fell below a base figure of 15.5 degrees C (60 degrees F). Because this affects the amount of fuel needed to provide a given level of space heating the figures can be used to check on the efficiency of heating systems. By comparing the amount of fuel used with the number of degree days in monthly periods of different years, energy managers and others can monitor the performance of heating plant and operate it more economically.

Detailed information about the system is contained in a free booklet *Degree Days* (No. 7 in the Fuel Efficiency series) available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 3394. It explains the theory and practice of using the figures and contains a map showing the locations of the 17 Meteorological Office stations and the regions covered.

April degree days (base temperature 15.5 degrees C)

Region	Calculated average for Apr 1957-77	1977 Apr	1978 Apr
Thames Valley	199	221	247
South East	225	258	267
Southern	216	242	259
South West	201	228	241
Severn Valley	211	227	262
Midland	235	257	287
West Pennines	225	254	262
North West	241	257	267
Borders	261	262	305
North East	235	249	284
East Pennines	218	245	276
East Anglia	234	250	278
West Scotland	238	258	280
East Scotland	254	266	304
North East Scotland	272	287	309
Wales	231	255	269
Northern Ireland	239	262	275

Particulars of dealers in securities and of unit trusts

The following changes have taken place in parts 1, 4 and 5 of the 1977 'Particulars of Dealers in Securities and of Unit Trusts' published in May under the Prevention of Fraud (Investments) Act 1958.

PART 1 HOLDERS OF PRINCIPAL'S LICENCES

Name	Nationality or country of incorporation	Address
ADDITIONS		
Al-Bank Al-Saudi Al-Alami Ltd	Great Britain	99 Bishopsgate, London EC2M 3TB
Saudi International Bank Legal and General (Investment Management Ltd)	Great Britain	Temple Court, 11 Queen Victoria Street, London EC4N 4TP
CHANGES OF NAME		TO
London and European Trust Ltd		Edward Manson and Company Ltd
Cannon Street Investments (Securities) Ltd		Mathercourt Securities Ltd
CHANGE OF ADDRESS		TO
Duboff Brothers Ltd		35 John Street, London WC1N 2BC

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

No changes

PART 5 AUTHORISED UNIT TRUST SCHEMES

Group	Scheme	Trustee
ADDITIONS		
Bridge Fund Managers Limited Regis House, King William Street London EC4R 9AR	Bridge American and General Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS
Framlington Unit Management Limited, Framlington House, 5-7 Ireland Yard, London EC4V 5DH	Framlington American and General Fund	Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS
Henderson Unit Trust Management Limited, 11 Austin Friars, London EC2N 2ED	Cabot American Smaller Companies Trust	Williams and Glyn's Bank Limited, 20 Birchin Lane, London EC3P 3DP

CHANGES

Delete	and replace by:
T.S.B. Trust Company Limited, PO Box No. 99, 3 Gracechurch Street, London EC3P 3BX	TSB Trust Company Limited, PO Box No. 33, 3 Copthall Avenue, London EC2P 2AB

The following change has taken place in the entry for 'Arbuthnot Securities Limited' in the 'scheme' column:

Delete	and replace by:
Ionian Growth Fund	Arbuthnot Smaller Companies Fund

Patents in 1977: report examines inventive trends

Among problems tackled by inventors in 1977 were reducing atmospheric pollution, conserving the earth's diminishing energy resources, improving control and servicing systems for multiple spinning unit machines and perfecting automatic self-levelling headlamp systems for motor vehicles. Latest invention trends are discussed in the annual report of the Comptroller-General of Patents, Trade Marks and Designs, which was published on 4 May.

The report discloses that the 1976 level of patents activity was more or less maintained in 1977. While applications showed a slight drop of 0.3 per cent compared with 1976, complete specifications filed – which are an index of a serious intention to proceed to the grant of a patent – increased by 1.2 per cent. During 1977 the backlog of patent specifications awaiting examination fell again by over 4000.

Trade mark applications increased by 4 per cent. The number of trade marks registered however decreased by 18 per cent to the lowest figure since 1970. This resulted from a reduction in applications in 1976 and the abandonment of applications which might otherwise have proceeded to registration.

Design applications decreased by nearly 3 per cent to a total of 4492 but the number of registrations increased by nearly 17 per cent reflecting a reduction of the backlog that developed in 1976.

On the international front, the report refers to continued activity in the first half of 1977 by the interim committee of the European Patent Organisation and its working parties in preparation for the opening of the European Patent Office in Munich. First applications under the patent co-operation treaty – a world-wide scheme for sharing the work of examining patent applications between patent offices – will officially take effect from 1 June this year but, as with European patent convention applications, were accepted by the British Patent Office from 1 May.

Patent Office staff took part in discussions between experts from member states and the EEC commission on a proposed block exemption for certain categories of patent licence agreements under article 85 of the treaty of Rome. Neither of the commission's two drafts proved acceptable and the matter at present stands open. Further proposals are expected from the commission in due course. Reference is also made in the report to the progress made during 1977 towards establishing a community trade mark. The detailed study is being undertaken by an EEC commission working group, chaired by Edward Armitage, the former comptroller-general.

Copies of the comptroller-general's report, HC 360, are available from HMSO and also from the sales counter of the Patent Office, 25 Southampton Buildings, London WC2A 1AY and Station Square House, Orpington, Kent BR5 3RD. The price is £1.00 per copy.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

24 April 1978

1285007 Ford Motor Co Ltd
Motor vehicle having a safety steering system
1288530 Ford Motor Co Ltd
Oil level indicator
1289255 Ford Motor Co Ltd
Hydrokinetic transmission with accessory drive
1289663 Ford Motor Co Ltd
A gear-type fluid motor
1290803 Ford Motor Co Ltd
Motor vehicle chassis sub-assembly
1290804 Ford Motor Co Ltd
Method for manufacturing a motor vehicle
1291962 Ford Motor Co Ltd
Internal combustion engine having a dual induction system
1291963 Ford Motor Co Ltd
Internal combustion engine having a dual induction system
1292416 Ford Motor Co Ltd
A windscreen attachment
1292723 Ford Motor Co Ltd
Bearing component manufacture
1292800 Ford Motor Co Ltd
Anti-friction bearing component manufacture
1293288 Ford Motor Co Ltd
Engine spark timing control system
1293426 Ford Motor Co Ltd
Anti-friction bearing component manufacture
1293713 Ford Motor Co Ltd
Engine spark timing control system
1294827 Ford Motor Co Ltd
Parking brake for a power transmission mechanism
1296631 Ford Motor Co Ltd
Ignition coil for a spark ignition internal combustion engine
1299310 Ford Motor Co Ltd
Internal combustion engine having an exhaust gas recirculation system
1303931 Ford Motor Co Ltd
Engine spark timing control system
1330809 Ford Motor Co Ltd
Gas turbine engine
1332287 Ford Motor Co Ltd
Fluid fitting
1340661 Ford Motor Co Ltd
Compressor assembly
1340736 Ford Motor Co Ltd
Fuel tank having a vapour separator system
1340994 Ford Motor Co Ltd
Lockable steering column assembly
1341052 Ford Motor Co Ltd
Process and apparatus for the control of hydrocarbon vapour emissions from a fuel system
1343859 Ford Motor Co Ltd
Quantitive measurement of ammonia in gaseous mixtures
1343930 Ford Motor Co Ltd
A seal assembly
1359061 Ford Motor Co Ltd
Carburettor with a throttle valve positioner
1375816 Ford Motor Co Ltd
Gas turbine engines
1376644 Ford Motor Co Ltd
Electrical conductor assembly
1386224 Ford Motor Co Ltd
Device for determining the activity of oxygen in molten metal
1413899 Ford Motor Co Ltd
Hydrostatic extrusion apparatus
1414412 Ford Motor Co Ltd
Chamber assembly for use in a continuous combustion process
1434491 Ford Motor Co Ltd
Gas turbine engine
1434492 Ford Motor Co Ltd
Gas turbine engine annular seal
1440707 Ford Motor Co Ltd
Vehicle passenger restraint device
1453217 Ford Motor Co Ltd
Carburettor
1465213 Ford Motor Co Ltd
Method of brazing compacted powder metal parts
1434511 International Standard Electric Corporation
Central control equipment, particularly for use in telephone switching systems
1443666 International Standard Electric Corporation
Automatic mobile radiotelephone system
1447003 International Standard Electric Corporation
Method of transmitting information in an integrated PCM telecommunication network
1467677 International Standard Electric Corporation
Pass-band filter having electronically adjustable midfrequency
1243874 Standard Telephones and Cables Ltd
Improvements in or relating to signalling systems
1464928 Standard Telephones and Cables Ltd
Digital multiplexing

25 April 1978

1006987 Ford Motor Co Ltd
Door check mechanism in a motor vehicle
1034269 Ford Motor Co Ltd
Motor vehicle body
1034399 Ford Motor Co Ltd
Hydrostatic transmission
1039558 Ford Motor Co Ltd
Automatic change speed transmission
1039600 Ford Motor Co Ltd
Automatic change speed transmission
1039890 Ford Motor Co Ltd
Automatic change speed transmission
1052354 Ford Motor Co Ltd
Hydrostatic transmission
1090506 Ford Motor Co Ltd
Semi-automatic transmission for a motor vehicle
1092565 Ford Motor Co Ltd
Motor vehicle suspensions
1102431 Ford Motor Co Ltd
Motor vehicle automatic change speed transmissions and brake assemblies suitable for use in them
1138921 Ford Motor Co Ltd
Iron bonded tungsten carbide
1152318 Ford Motor Co Ltd
Distributor rotor
1168115 Ford Motor Co Ltd
Self levelling shock absorber-spring unit
1178817 Ford Motor Co Ltd
Electro-mechanical surface scanner
1160002 Ford Motor Co Ltd
A method of and device for use in adjusting the valve clearance in internal combustion engines
1198608 Ford Motor Co Ltd
Differential gear constant velocity joint
1203008 Ford Motor Co Ltd
External door handle for a motor vehicle
1199214 Ford Motor Co Ltd
Tractor-loader assembly
1207076 Ford Motor Co Ltd
Multiple ratio gearing
1207469 Ford Motor Co Ltd
Method of electro-painting ferro-magnetic objects
1209298 Ford Motor Co Ltd
Method and apparatus for the electrode-position of a coating on a workpiece
1212629 Ford Motor Co Ltd
Anchor tooth spline for rotating gear mechanism
1213804 Ford Motor Co Ltd
A process for the electrode-position of organic coating materials
1214253 Ford Motor Co Ltd
External door handle for a motor vehicle
1233101 Ford Motor Co Ltd
Electrophoretic paint coating method
1233102 Ford Motor Co Ltd
Method for electrode-position of an organic coating
1278556 Ford Motor Co Ltd
Variable ratio brake pedal assembly
1281144 Ford Motor Co Ltd
Ceramic regenerator seal member
1343858 Ford Motor Co Ltd
Quantitive measurement of nitrogen dioxide in gaseous mixtures
1250908 The Post Office
Transformation of binary coded electrical signals into a form having lower disparity
1262654 The Post Office
Improvements in or relating to pressure transducers
1270548 The Post Office
Improvements relating to carrier communications systems
1280463 The Post Office
Anti-convection head for a glass-fibre drawing furnace
1281390 The Post Office
Testing digital data transmission systems
1442802 The Post Office
Temperature measurement using liquid crystals
1476725 The Post Office
Method for feeding electrical connector clips
1195167 Chrysler United Kingdom Ltd
Improvements in or relating to gear box units
1211452 Chrysler United Kingdom Ltd
Improvements in or relating to gear selectors for motor vehicles
1385918 Bergomi Societa Per Azioni
Improvements in or relating to fire fighting equipment
1427092 La Detection Electronique Francaise Protecbat
Improvements in or relating to a smoke detector

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patent form 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Motor industry design awards emphasise function

Suitability for the intended function is an element of design which is common to all four of the 1978 Design Council's British Motor Industry Awards which span the commercial and private sectors of the industry. The precedent having been created in 1977, a special category which enabled commendations to be given to prototypes – designs not yet in full commercial production – is introduced formally this year. This category attracted a small but very competitive entry which was won by the GKN Sankey car for the disabled. All the award winning items will be featured in special exhibitions at the Design Centre, London, from 22 May until 24 June and at the Scottish Design Centre, Glasgow, from 17 July until 13 August.

Results of 50 km/h head impact tests with Triplex 10/20 (left) and conventional windscreens.

Safest volume-production windscreen

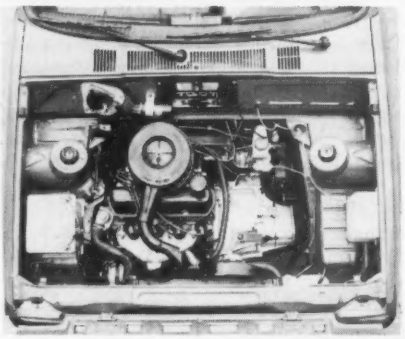
Triplex Safety Glass Co Ltd, Kings Norton, Birmingham has won an award for the Triplex Ten Twenty windscreen. The first volume-production windscreen to combine the best properties of a toughened windscreen with those of a conventional laminated screen, Triplex Ten Twenty is capable of reducing facial lacerations by 99 per cent when compared with conventional laminated windscreens. It is a laminate of a highly-stressed inner glass, a conventional high-penetration resistant plastic interlayer and a low-stressed outer glass. Unlike conventional laminated windscreens the total thickness is only 5.4 mm and it is this feature which allows the screen to flex and bulge in the event of a head impact, cushioning the head and preventing severe concussion – the highly-stressed inner glass crazes into blunt-edged particles which are held in position by the plastic interlayer. The outer glass cracks but the windscreen holds firm, preventing the occupants of the car from being thrown out and possibly killed.

Ford Fiesta

The Fiesta wins an award for the Ford Motor Company Ltd, Warley, Essex. This is the first complete motor car to win a Design Council award. The judges were impressed by the detailed and calculated attempt to reduce the maintenance and repair costs of the small family car. To achieve these design objectives, Ford has introduced a number of important innovations, for example, the single piece exhaust system is secured by only two bolts. The clutch mechanism is self adjusting as are the front and rear brakes which can be inspected for lining wear without removing the road wheels. There are 40 per cent fewer connections on the single piece wiring loom and this helps reduce factory assembly costs and improves electrical reliability in service. The instruments are quickly detachable from the facia for bulb replacement and large apertures are incorporated in the double skinned body sections to facilitate crash repairs. In addition, natural break lines between the body panels allow part respraying. These features combined with the Fiesta's economical use of petrol and minimum servicing requirements add up to a car with below average cost of ownership.

Dual-purpose truck body

E. M. Wilcox Ltd, Peterborough wins an award for the 'fold-in-side' vehicle body. This is a dual-purpose, heavy-goods vehicle body which can be used to carry either loose bulk, such as grain, or palletised loads such as bagged animal feedstock or fertilisers. The all welded aluminium vehicle body can be converted by one man in less than 20 minutes from a high-sided loose grain carrier to a flat-topped lorry. This is easily done by folding the high sides onto the lorry deck. The aluminium pillars which support the high sides are lifted out and stowed so that an unobstructed flat platform is presented for receiving palletised or bagged loads. This versatile arrangement is ideally suited to the agricultural industry for which the vehicle body was specifically designed.



Fiesta's well-designed engine compartment.

Folding in sides of Wilcox body convert to flat-top vehicle.

GKN Sankey car for disabled driver and two passengers.

Mousley Jumbo legs transform trailer platform into ramp

Kneeling trailer

Mousley Trucking Ltd, Rugby has won an award for 'jumbo legs', an attachment which allows a trailer to 'kneel' so that a wheeled load can be driven directly onto the trailer deck. This design fulfils, in a very practical way, the requirement for quick loading and unloading of heavy mobile plant such as earth moving equipment. Jumbo legs take the place of the conventional fixed legs at the front of an articulated trailer. Instead of removing the rear wheels of the trailer which is the more usual and time consuming method of loading a trailer, a power pack fixed beneath the trailer platform powers the 'jumbo legs' to the ground to raise the front of the trailer so that the tractor unit can then be driven away. The 'jumbo legs' then lower the front of the trailer to the ground ready to receive or discharge the load. The complete operation of uncoupling the tractor, loading or unloading and recoupling the tractor can be completed within minutes by one man.

Car for the disabled

GKN Sankey Ltd, Telford, Salop have received a Design Council commendation for its car for the disabled. Available in prototype form only, this four-wheel car can be driven by a disabled person seated in a wheelchair which is locked securely to the vehicle floor. Anyone capable of controlling a conventional wheelchair can get in and out of the car unaided and without having to leave the wheelchair. The car has a short enough wheelbase to enable it to be end parked to the pavement for safe exit through the rear door without the front of the car impeding the normal flow of traffic past designated on-street parking bays. Tried and tested components from the B L Cars Mini are used in this new car which is fitted with a distinctive glass fibre body of sufficient dimensions to accommodate two adult passengers as well as the driver in a wheelchair.

New publications

Selection of publications for review on this page does not necessarily reflect the views of the government, nor do the opinions expressed. Inquiries and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Banking in the Far East

Concise factual information on the financial institutions of Asia and Australasia is not often readily available in a single volume and so it was interesting to hear about the publication, for the first time in this country, of 'Bankers Handbook for Asia'.

The directory covers some 1500 banks and finance companies, both indigenous and foreign, operating in countries throughout Asia and Australasia. Arranged in country sections, it provides, where available, basic data for each bank, including addresses, telephone and telex numbers, major shareholders, and a brief description of the types of business undertaken. Also included are profiles of financial performance. The introductory section of the book contains critical essays on the future development of the area.

Of particular interest are the book's statistical essays on the economy of each of the countries covered, plus those of Cambodia, the People's Republic of China, Laos and Vietnam. The compilers have also included a list of the 'front-line 100' commercial banks, which have been chosen, not on overall ranking for the whole area (which would have filled the list with Japanese banks), but rather to give an idea of the principal banks in the leading growth countries.

Statistics throughout the book refer mostly to 1976, although occasionally figures for 1977 are included. Compiled and produced by a publishing firm in the region – Asian Finance Publications Ltd (a Hong Kong based firm) – the directory contains articles written by practising bankers as well as extracts from Central Bank reports.

Bankers Handbook for Asia: 1977-78 guide to banks and finance companies in Asia; compiled by Asian Finance Publications Ltd, Hong Kong. Kogan Page, 120 Pentonville Road, London N1. 1978. xii, 344 pages. £15.00 (ISBN 0 85038 119 3).

Asia's expanding markets

In spite of the impact of global recession and oil price increases since 1973, many countries in south-east and east Asia have been among the world's fastest-growing economies. This counterbalancing observation from Anthony Edwards in his recent survey of industrial expansion in Asia may cause raised eyebrows among those still euphoric about trade with the Middle East.

This worthwhile study takes in the political environment for foreign business in the countries covered as well as their economic development prospects. The background data provided covers such matters as legal and taxation constraints. The author describes the scale and nature of existing western involvement in the region and analyses the main economic features. The report makes a point of putting the novice in the picture as far as labour, price controls and transport are concerned. The brief accounts of investment by Japan, the UK and the United States are worthwhile, and would make good starting points for more extended investigations.

Sixteen countries are covered, although special attention is given to the 10 which the author designates of 'prime interest to western business'. These are: India, Pakistan, Hong Kong, Indonesia, South Korea, Malaysia, Philippines, Singapore, Taiwan and Thailand. For anyone with an interest in the area this looks to be an authoritative compilation that brings together a mass of valuable data. The book, which presents the information in an easily assimilable form, should make useful reading for the busy businessman.

Asian Industrial Expansion: new investment and export opportunities, by Anthony Edwards. The Financial Times Ltd, 10 Bolt Court, Fleet Street, London EC4A 3HL. 1977. vi, 211 pages; ringbound £60.00 (ISBN 0 900671 90 4).

New markets for agricultural exports

Over the past few years, the British Agricultural Export Council has sent groups to various parts of the world to investigate possible overseas markets for agricultural exporters. As a result of these missions, three reports have already been published, on Bolivia, Peru and Yugoslavia (those on Bolivia and Peru were reviewed in *Trade and Industry* 23 September 1977, page 542).

This year three more reports have appeared – on Ghana (in March), on central and north-east Brazil (in April) and on Nigeria (also in April) – all three very different markets with their own peculiarities. The council's aim in organising the visits was basically threefold – to investigate what opportunities were available, to examine how best to tackle them and to survey for each country current government policy on agriculture and its effect on the exporter.

Although the visits were relatively short – the longest of the three, to Brazil, lasted for two weeks – the itineraries (reproduced in full in each report) indicate that the tours were most productive. Included in each survey is a list of useful addresses both in this country and in the country visited. Also named are individual contacts in the countries concerned and there is a list of further reading, as well as some basic background statistics.

The reports provide sound up-to-date information for the exporter of agricultural and related products, and the staff of the council deserves full credit for producing them.

Agricultural Development in Central and North-Eastern Brazil. British Agricultural Export Council, 35 Belgrave Square, London SW1X 8QN. 1978. 84 pages; paperback £5.00.
Ghana:a report for agricultural exporters. British Agricultural Export Council. 1978. 38 pages; paperback £4.00.
Nigeria: a report for agricultural exporters. British Agricultural Export Council. 1978. 64 pages; paperback £5.00.

Trade and economic activity in the USSR

Trade with eastern bloc countries is an important component of UK overseas trade. Those working in this field have to achieve a special expertise because of the centralised nature of economic activity in those countries. It is this fact that makes William Turpin's book on Soviet foreign trade worth noting.

In particular he pays attention to theoretical and dogmatic considerations that might influence the policy, administration and organisation of trade with the USSR. 'These peculiarities of the Soviet system stem from the complete and intentional subordination of foreign trade to the demands of the national economic plan.'

Although the author broadly agrees with what he calls the 'received' western viewpoint on the subject, he levels some criticism at the way this view has been meekly accepted without proper documentary and statistical evidence.

Because of its scholarly tone, the work may, for the layman, seem at times somewhat specialised. It is, however, an interesting study for the researcher, who may well find the historical analysis of particular value. The substantial bibliography which concludes the work should also prove useful.

Soviet Foreign Trade: purpose and performance, by William Nelson Turpin. Heath and Co; distributed by Teakfield Ltd, 1 Westmead, Farnborough, Hants GU14 7RU. 1978. 172 pages. £9.40 (ISBN 0 66901143 6).

The books reviewed above – and many other business books are available immediately from stock at these booksellers.

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12 Castle St, Edinburgh EH2 3AT 031-226 4201

New products

Webbing company offers tailor-made service

In a move to make easier the incorporation of webbing components in manufacturers' products, Safex Equipment Ltd has announced a new service to supply tailor-made webbing sub-assemblies. It offers to design, specify, stitch, and assemble complete finished sub-assemblies in webbing ready for use.

The company says that unfamiliarity with modern webbings and methods of fastening them causes engineers and product designers to miss opportunities of reducing costs and improving the performance of a wide variety of industrial equipment, vehicles, and consumer products. It adds that webbing is under-used as an engineering material largely because most factories are not well equipped to handle it. That is why Safex has introduced the service.

Safex has extensive experience in designing, manufacturing, and assembling high-specification webbings for parachutes, aircraft braking systems, and other military applications. It also mass produces heavy-duty slings to meet the stringent demands of modern cargo handling. The new service is designed to make the company's experience in webbing technology available to a wider industrial field.

Webbing can be used for fastenings, couplings, drives, supports, cradles, and similar components which are subject to vibration or other motion. According to the method of manufacture and material specification, modern webbings can provide specific resistance to such factors as abrasion, chemical action, weather effects, ultra-violet light, creasing, and stretching. Light, flexible, and stronger than steel, webbing can also be manufactured to provide controlled and accurate absorption of energy.

Further information: circle 618

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Jumbo dump truck unveiled

A company which started only four years ago with the aid of a Department of Industry loan has just unveiled what it claims is the world's largest articulated dump truck. D550, which has a capacity of 50 tonnes, is one of four new trucks from DJB Engineering Ltd of Peterlee.

Apart from the move to larger trucks, DJB's range has several novel features including an oil-nitrogen self-levelling suspension system on the front axle. On all but the heaviest model the firm has retained its 'superflex' suspension on the two rear axles, but on the D550 there is a new system of inter-acting oil struts. As well as taking up shock and road bounce, the system is self-levelling so it can be adjusted to match the vehicles payload. The firm's 'go anywhere' claim for its vehicles is strengthened by the huge 33.25 × 29 radial tyres which the D550 uses.

DJB Engineering was the first in Britain to take advantage of a European Investment Bank/Department of Industry loan under the exchange guarantee scheme.

Further information: circle 619

This 50-tonne articulated dump truck is the largest of a new range of trucks from DJB Engineering.

Assembly fitting made for cabinet production

This novel assembly fitting for joining modern particle boards has been introduced by Unerman Greenman Berger. Camfix comprises two mating components – one housing a diecast cam – moulded in brown or white nylon. To assemble, the cam is simply turned and tightened with a screwdriver pulling the boards together to provide a strong, neat and rigid butt joint.

Further information: circle 620

Electronic brain to eliminate false alarms

To eliminate annoying and time-consuming false alarms in burglar and fire-alarm systems Gwinever Ltd has launched an electronic 'brain' that can be fitted into existing security systems.

Designed to new British standard, BS4737 part 2, which takes effect in June 1978, and conforming with BS3116 for fire alarms, the programmable alarm interface system (PAIS) not only permits an existing system to be brought up to the new standard, claims the company, but transforms the system into a versatile aid to security with features previously only available in the most expensive installations. The device eliminates false alarms caused by faults, incorrect setting or even spurious signals from sensors in the system.

The Gwinever PAIS is designed for incorporation in practically all new installations. On installation, the memory is programmed to specify what combination of signals from the various sensors and the minimum duration of the signals will activate the alarm. This ensures that an alarm activated by vibration from a heavy lorry, thunderstorm or even spikes in the electricity supply can be programmed out, but a broken window or forced door programmed in. To avoid the large number of annoying false alarms that occur daily caused by staff incorrectly setting conventional alarms, PAIS is fitted with a remote control module allowing control of the system from outside the secure area. These remote control points are tamper proof. PAIS can also be used to stop machinery or a process if programmed faults develop.

Further information: circle 621

Technology news

DoI introduces the Status Club for information retrieval

The Department of Industry has formed an information-processing club called the Status Club. Members will exploit the information retrieval package known as Status 2 – developed at the UKAEA's Harwell laboratory. Harwell will run the club, which is intended to be self-financing. Founder members include Dataskil, Systems Designers Ltd, GEC, Ferranti, BOC, Datasolve, and CTL.

Status 2 is the latest version of the status system resulting from several years use within the UKAEA and industry. There is approximately a dozen organisations outside the authority currently using the package on a variety of different computers, ranging from mini computers to large main frame machines. Applications range from the legal and bibliographical fields, to those with requirements for very rapid changes to a data base containing both free text and numeric information.

Each member of the club will have a particular franchise to exploit the package in different market sectors. The department of Industry will carry out the initial market survey. Members will also be able to assist in the future development of the scheme. which will be financed out of licence receipts.

Further details on the development of Status can be obtained from the Harwell laboratory of the UKAEA. Inquiries on the individual franchises should be addressed to the companies concerned.

Launch of European Space Agency's first communications satellite

Launch of the European Space Agency's first communications satellite, OTS 2, from the Eastern test range, Cape Canaveral, Florida, last week had to be put back following a lightning strike. The launch was due to take place yesterday (11 May).

Built by the European Mesh consortium led by British Aerospace Dynamics group's Stevenage space division, OTS 2 will carry a communications payload developed by AEG/Telefunken and Selenia. It replaces OTS 1 which was destroyed when its Delta 3914 launcher exploded 54 seconds after lift-off last September.

OTS 2 is the forerunner of the European communications satellite (ECS), a fully-operational satellite communications system capable of handling a significant proportion of future European telephone, telex and tv traffic. It has a minimum design life of three years, enabling it to provide pre-operational European traffic capacity until the first ECS is launched in 1981.

OTS 2 will test transmission techniques and demonstrate the performance and reliability in orbit of representative on-board equipment. The satellite's payload represents a third that of ECS and its capacity is the equivalent of 6000 telephone circuits. OTS 2 is one of the first communications satellites to operate in the 11 to 14 GHz frequency band. This is of particular advantage in Europe where the more usual 4 to 6 GHz satellite links are affected by interference.

OTS 2 is to be launched by a Delta 3914 vehicle which will place it in an elliptical transfer orbit. Some 40 hours later the spacecraft will be put into a circular orbit by its own on-board apogee motor and will then be manoeuvred by gas jets into its geo-stationary position 10° east over Gabon, which it will attain 21 to 23 days later.

Cam 78 to be held at National Engineering Laboratory

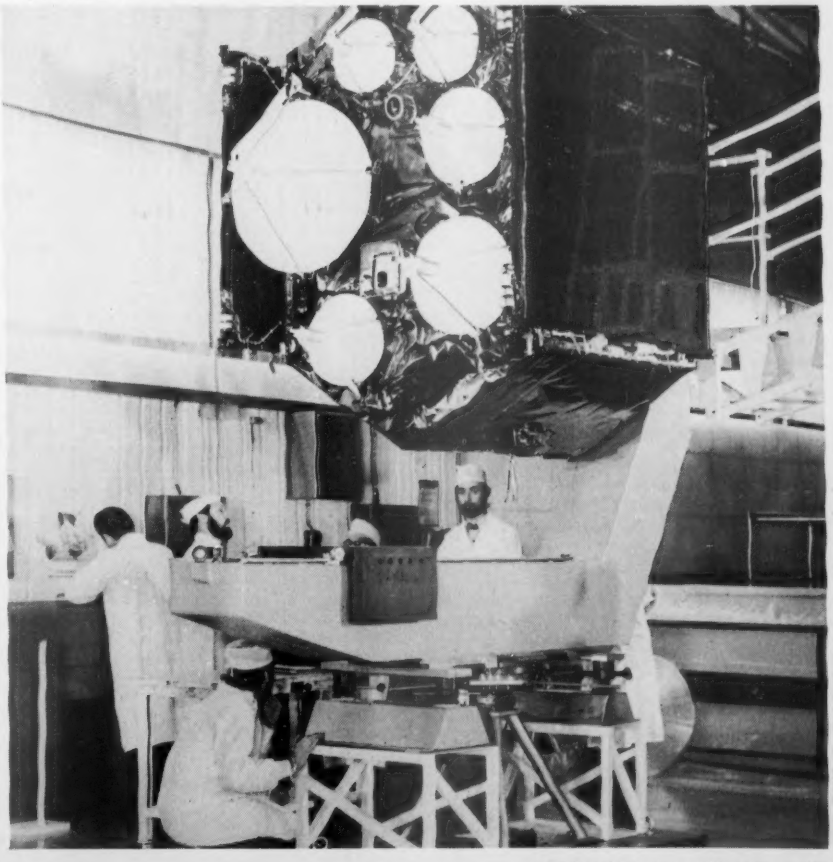
Cam 78, the second in a series of international conferences on computer-aided manufacture, is being held by the Department of Industry at the National Engineering Laboratory, East Kilbride, from 20 to 22 June 1978.

Established techniques of computer-aided manufacture are rapidly becoming easier and cheaper to apply. At the same time the scope of the computer in manufacturing is gradually increasing. This conference is designed to show the changes which have taken place since the previous conferences, Cam 74 and Prolamat 76, held in Scotland. Speakers from Canada, Norway, Holland, Sweden, West Germany, United States and the UK, will reflect the current position in their various countries. They will present papers on the following subjects: social implications; Cad/Cam and sculptured surfaces; NC programming; automated small-batch manufacture; computer aided planning and scheduling.

The conference, which will be of particular interest to engineers from industry and research, is intended to provide a forum at which the current state of the art of computer aided manufacture can be discussed and views, experiences and ideas exchanged.

Further details and registration form are available from the conference organiser at the National Engineering Laboratory, East Kilbride, Glasgow G75 0QU; tel: East Kilbride (03552) 20222 ext 433.

Moment of inertia being tested on the OTS 2, forerunner of a fully-operational European communications-satellite system capable of handling a significant proportion of future European telephone, telex and tv traffic.



Parliament

Tuesday, 2 May

Aerospace funding

James Sillars (South Ayrshire) asked the Secretary of State for Industry what was his estimate of the total amount of central government funds allocated to civil aerospace development projects over the past 25 years, 20 years, and 10 years, respectively; how much of this had been returned from profits made on viable projects; and in what planning regions of the United Kingdom the capital had been invested.

Mr Huckfield said that government contributions to the aerospace industry in respect of the launching of civil aircraft and aerospace projects over the 25, 20 and 10 years up to and including 1976-77 were estimated to have been £1,185 million, £1,115 million and £1,020 million respectively. Government receipts over the same periods were estimated at £170 million, £165 million and £140 million. It was not possible to estimate from government records where expenditure was incurred.

Civil aircraft projects

James Sillars (South Ayrshire) asked for a list of the civil aircraft projects which, over the past 15 years, had received central government research and development assistance; and which projects became commercial propositions in that the price per aircraft allowed a repayment of investment capital and operating profits.

Mr Huckfield replied that government contributions were made towards the launching of the following civil aircraft projects over the 15 years up to and including 1976-77:

Rotodyne
Trident
VC10 and Super VC10
Concorde
BAC 1-11
Herald (proving)
Argosy (proving)
Jetstream
Islander
HS 146 (holding programme)
Ancillary projects

Levies on sales of aircraft were paid in respect of all the above projects apart from Rotodyne and Argosy. The question does does not arise in the case of the HS 146.

Petrochemicals and plastics plant

Gordon Wilson (Dundee East) asked the Secretary of State for Industry what proposals he had to encourage the building of additional petrochemicals and plastics plant in Scotland; and what attitude had been taken to additional capacity by the EEC commission.

Mr Cryer said that it was the government's policy to encourage the best use of the UK's North Sea resources, and the full range of regional and industrial incentives was available for qualifying projects in Scotland. He was not aware of the commission's attitude on this matter.

St Ives' industrial estates

John Nott (St Ives) asked the Secretary of State for Industry how many industrial estates were situated in the St Ives parliamentary division; how many new factories were planned on these estates; how much space was available for future expansion; and to what extent he and the local councils controlled policy for the future development of those estates.

Mr Cryer said that there were industrial estates at Penzance (2), Helston and St Ives. The two at Penzance were fully developed, although the one at Longrock was to be extended by 12 acres. Four acres remained at Helston and 1.5 acres at St Ives. His department were to build, on behalf of the development commission, a 5000 ft² terraced advance factory at Helston and two 5000 ft² terraced advance factories at St Ives. The future development of those estates rested with the local authorities as land owners but they co-operated with his department in making land available as required for government advance factories.

Crop-spraying aircraft accidents

Clement Freud (Isle of Ely) asked how many planes engaged in crop-spraying had crashed in each of the last six years.

Mr Clinton Davis replied that statistics kept by the Civil Aviation Authority showed that the number of crop-spraying aircraft that had crashed in each of the last six years was as follows:

1972 – 4	1975 – 12
1973 – 7	1976 – 11
1974 – 11	1977 – 16

One accident in 1974, one in 1975 and one in 1977 were fatal. The increase in the number of accidents to be observed in this list was roughly in proportion to the increase in crop-spraying activity during the relevant period.

Accidents through pesticide poisoning

Clement Freud (Isle of Ely) asked in how many inquiries into crashes involving crop-spraying planes over the last six years subsequent inquiries had pointed to pilots being affected by pesticide poisoning.

Mr Clinton Davis answered that no inquiry into accidents involving crop-spraying aircraft over the last six years had pointed to a pilot being affected by pesticide poisoning. It should be noted that full medical examinations (post mortem) of the pilots concerned were only carried out in those cases where a formal investigation was conducted. In other cases, the inquiries were confined to establishing the circumstances in which the accident occurred. He was informed that the advisory committee on pesticides, which was the source of expert advice to the government on pesticides and crop spraying, had the question of possible pilot poisoning under review.

Textiles from Taiwan

Kenneth Lomas (Huddersfield West) asked on what basis the textile quotas from Taiwan were made, in view of the fact that the EEC did not recognise Taiwan diplomatically.

Mr Meacher said that the EEC imposed quotas autonomously on certain textile and clothing products from Taiwan.

Competition policy

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Prices and Consumer Protection, whether the government's review of competition policy had been completed; and when he would produce the discussion paper for the National Economic Development Council on the subject.

Mr Hattersley answered that the government would shortly be publishing material prepared by the inter-departmental group as a basis for discussion. He expected to discuss this subject with the NEDC in the near future.

Consultations on weights and measures

Timothy Smith (Ashfield) asked the Secretary of State for Prices and Consumer Protection what organisations he had consulted in connection with the subject matter of the Weights and Measures Act 1963 (Various Goods) (Termination of Imperial Quantities) Order 1978 and the Weights and Measures Act 1963 (Potatoes) Order 1978; what representations had been made to him by such organisations; and if he was satisfied that there was general support for the change to metric units from imperial units amongst consumers and trade organisations.

Mr Fraser replied that the organisations listed below were consulted on these orders. Consultations on the potatoes order produced requests from retailers, consumers and local authority associations for the inclusion of 25 kg packs in the prescribed range of metric quantities. This was done. The proposals contained in the various goods order were unanimously agreed. There was therefore general support from trade and consumer organisations for those orders.

ORGANISATIONS CONSULTED

British Potato Consortium
National Federation of Fruit and Potato Trades Ltd
Potato Marketing Board
National Joint Council of British Potato and Vegetable Merchants Assoc
National Consumer Council
The National Council of Women of Great Britain
National Fedn of Consumer Groups
National Fedn of Women's Insts

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Scottish Potato Trade Assoc
National Farmers' Union
Rex Bigham and Co
Produce Packaging and Marketing Assoc Ltd
Safeway Food Stores Ltd
National Federation of Fish Friers
Thomas Boog and Co Ltd
Paper Sack Dev Assoc Ltd
Retail Food Confederation
Pre-packed Flour Assoc
Carltona Ltd
CPC (UK) Ltd (Brown Polson Division)
Pearce Duff Ltd
The London Flour Trade Assoc
Grain and Feed Trade Assoc
UK Rice Milling Assoc
Scottish Flour Millers Assoc
Tunnel Refineries Ltd
Boots Co Ltd
Scottish Flour Trade Assoc
R H M Foods Ltd
Inc National Assoc of British and Irish Millers Ltd
Batchelors Food Ltd
Whitworths Holdings Ltd
Co-operative Wholesale Soc
Swelfoods Ltd
Erin Foods
Heinz-Erin Ltd
Food Manufacturers Fedn
National Dried Fruit Trade Assoc
S. Daniels Ltd
S. and M. Berisford Ltd
George Harker and Co Ltd
Princes Foods Ltd
Processed Plant Assoc
Food Manufacturers Fedn
James Marshall (Glasgow) Ltd
Turban Foods Ltd
Retail Distributors Assoc Inc
Retail Food Confedn
Scottish Retail Fedn
Retail Consortium
Retail Joint Trade Fedn
Scottish Grocers' Fedn
Ulster Wholesale Grocers' Assoc
Wholesale Grocers' Assoc of Scotland
Consumers' Assoc
Consumer Standards Advisory Committee British Standards Inst
National Assoc of Health Stores
Co-operative Women's Guild
Good Housekeeping Inst
National Assoc of Women's Clubs
National Assoc of Citizen's Advice Bureaux
National Consumer Protection Council
Association of British Chambers of Commerce
Co-operative Union Ltd (Parliamentary Committee)
UK Provision Trade Fedn
London Chamber of Commerce and Industry
The Mail Order Traders' Assoc of Great Britain
Multiple Food and Drink Retailers' Assoc
Multiple Shops' Fedn
National Chamber of Trade
National Council of the Wholesale Provisions Trade
National Fedn of Wholesale Grocers and Provisions Merchants
National Food and Drink Fedn
National Union of Small Shopkeepers of Great Britain and Northern Ireland
Institute of Grocery Distribution
Retail Trading Standards Assoc
Voluntary Group Assoc
Confederation of British Industry
Department of Commerce Northern Ireland
Department of Consumer Affairs States of Guernsey
Weights and Measures Department, IOM
Department of Weights and Measures, Jersey
Automatic Vending Assoc of Britain
British Food Manufacturing Industries Research Assoc
Inst of Food Science and Technology of UK
National Union of Townswomen's Guild
Scottish Co-operative Women's Guild
Scottish Women's Rural Inst
Women's National Commission
Age Concern
Association of County Councils
Association of District Councils
Association of Metropolitan Authorities
Convention of Scottish Local Authorities
Local Authorities Coordinating Body on Trading Standards
Inst of Trading Standards Admin
Metrology and Quality Standards Committee
Inst of Trading Standards Admin
Trades Union Congress
Environmental Health Officers Assoc
British Standards Inst
London Boroughs Assoc

Baking monopolies

Janet Fookes (Plymouth, Drake) asked the Secretary of State for Prices and Consumer Protection, if he would institute inquiries about the possibility of a local monopoly arising following the closure of the Spillers-French bakery in Plymouth.

Mr Fraser said that he was aware that as a result of the withdrawal of Spillers-French from baking, local monopolies may arise in some areas. The Director General of Fair Trading would be keeping a watch on the baking industry during the coming months and, if he believed that there was evidence of abuse of a particular local monopoly position, he would no doubt consider whether to exercise his powers under the Fair Trading Act 1973 to refer a local monopoly to the Monopolies and Mergers Commission. If the questioner had evidence of any such abuse, she should contact the director general.

Parliamentary questions not answered

J. W. Rooker (Birmingham, Perry Barr) asked the Secretaries of State for Industry, Trade, and Prices and Consumer Protection if they would list those topics on which it was not their practice to answer parliamentary questions; and if they would list any changes in practice since 1972, indicating in each case the date on which the change was made and the relevant reference in the official report.

On questions directed to the Secretary of State for Industry, Mr Huckfield said that it was not possible to provide a definitive and exhaustive list of questions which the secretary of state might exceptionally decline to answer on grounds other than cost. Each question would continue to be considered on its merits but, by way of example, the following questions would fall into that category:

Details of financial assistance to individual companies, except to confirm details of regional development grant and selective assistance published in *Trade and Industry*;
Matters of commercial confidence including, for example, statistical information about individual businesses;
Individual applicants for industrial development certificates;
Matters which were the responsibility of public bodies, ie day-to-day matters, including statistics other than national;
Confidential details of research contracts.

For the Department of Trade, Mr Dell added that the principal examples of subjects on which he did not answer questions were as follows:

Details of air-miss inquiries;
Reasons for investigation or non-investigation of aircraft accidents;
Details of aviation security measures;
Commercial activities of the Overseas Marketing Corporation;
Details of export licences;
Relations between ECGD and individual exporters;
Matters of commercial confidence including eg statistical information about individual businesses;
Names of complainants about companies;
Names of companies being investigated under the provisions of section 109 of the Companies Act 1967;
Names of private companies being investigated under the provisions of the companies acts;
Reasons for exercising investigatory powers under the companies acts;
Individual transactions between National Film Finance Corporation and customers and between National Film Development Fund and applicants;
Day-to-day matters for English Tourist Board;
Financial support to individual organisers of trade fairs in Britain;
Nationalised industries and other statutory corporations:
Day-to-day matters other than those which raise questions of urgent public importance;
Statistics other than national;
Matters of commercial confidence.

For the Department of Prices and Consumer Protection, Mr Hattersley said that it was not possible to provide a definitive and exhaustive list of subjects within his responsibilities on which he might exceptionally decline to answer questions on grounds other than cost and commercial confidence. Each question tabled to him would continue to be considered on its merits.

British Steel Corporation

Philip Holland (Carlton) asked for a list of the full-time occupation and part-time government appointments held by each part-time member of the British Steel Corporation.

Mr Huckfield gave the following information:

	Full-time occupation	Part-time government appointments (other than the BSC)
J. Diamond	Retired (formerly assistant general secretary of the Iron and Steel Trades Confederation)	—
Lord Gregson	Managing director, Fairey Engineering Holdings Ltd	—
W. D. Griffiths	BSC employee	—
Sir James Menter	Principal, Queen Mary College, University of London	Deputy chairman of the advisory council for applied research development. Member of the Finniston inquiry into the engineering profession
Sir Melvyn Rosser	Partner Deloitte and Co	Chairman of the Welsh council. Member of the advisory committee on Celtic sea oil
Sir James Woodeson	Chariman of Northern Engineering Industries Ltd	—

National Enterprise Board

Philip Holland (Carlton) asked for a list of the full-time occupation and part-time government appointments held by each part-time member of the National Enterprise Board.

Mr Huckfield gave the following information abstracted from the register of NEB members' interests maintained under section 1(8) of the Industry Act, 1975.

	Non-public sector appointments	Part-time public sector appointments (other than NRDC)
D. Basnett	General secretary and treasurer, National Union of General and Muncipal Workers	None
J. L. Dickinson	Director, SKF Steel Ltd; Sheffield Twist Drill and Steel Co Ltd; Bofors Companies (UK) Ltd; Weyroc Ltd	Chairman, British Rail (Eastern Board)
A. G. Frame	Deputy chief executive, The Rio Tinto-Zinc Corporation Ltd	Board member, Central Electricity Generating Board
J. Gardiner	Chief executive, The Laird Group	None
J. Lyons	General secretary, Engineers' and Managers' Association	None
Mrs C. M. Miles	Economic and industrial consultant	Member, Monopolies and Mergers Commission
H. P. Scanlon	President, Amalgamated Union of Engineering Workers	Chairman, Engineering Industry Training Board; board member, British Gas Corporation; board member, Metrication Board
H. C. Urwin	Deputy general secretary, Transport and General Workers' Union	Member, Manpower Services Commission; board member, National Freight Corporation
Sir Jack Wellings	Chairman and managing director, The 600 Group Ltd	None

National Research and Development Corporation

Philip Holland (Carlton) asked for a list of the full-time occupation and the part-time government appointments held by each part-time member of the National Research and Development Corporation.

Mr Huckfield gave the following information:

	Full-time occupation	Part-time public sector appointments (other than NRDC)
J. Gormley	President, National Union of Mineworkers	Member of Energy Commission
C. Jenkins	General secretary, Association of Scientific, Technical and Managerial Staffs	Member of committee to review the functioning of finanical institutions (Wilson committee)
Professor A. W. Johnson	Professor of chemistry and hon director, Agricultural Research Council Unit of Invertebrate Chemistry and Physiology, University of Sussex	
F. J. M. Laver	Retired (formerly member for research, Post Office Corporation)	
Sir Peter Matthews	Managing director, Vickers Ltd	Member of Export Credits Guarantee Department advisory board; member of advisory council for applied research and development
Professor L. Maunder	Professor of mechanical engineering, University of Newcastle upon Tyne	
Baron Schon of Whitehaven	Non-executive director, Associated Portland Cement Manufacturers Ltd; member, Overseas Marketing Corporation Ltd; director, F S Management Ltd	
L. V. D. Tindale	Deputy chairman, Finance for Industry Ltd	
Sir Frederick Wood	Chairman and chief executive, Croda International Ltd	Chairman, National Bus Company

Wednesday, 3 May

Mediterranean textiles

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Trade if he would press for an improved system of control of textiles for the Mediterranean countries and, in the meantime, urge very strict observance of the limits set for 1978.

Mr Meacher replied that the commission envisaged a special system of surveillance with Mediterranean suppliers in addition to the monitoring of imports. Where import levels of sensitive products from Mediterranean suppliers were causing concern to the UK, details had been reported to the commission.

Certificates of competency

Robin Maxwell-Hyslop (Tiverton) asked the Secretary of State for Trade when his department first commenced consultations with some representatives of those engaged in the fishery industry in some areas in respect of the proposed certificates of competency; when the first draft of the proposed regulations and/or requirements for such certificates was first drawn up; when the first consultations with representatives of the South West Fishermen's Organisation (SWFO) took place; and who represented the South West Fishermen's Organisation at that meeting.

Mr Clinton Davis said that consultations began in April 1975. Proposals on the engine and deck sides were drawn up in working groups representing departments and industry which reported respectively in December 1976 and August 1977. These reports were not considered by the main fishing industry working group on the new certificate structure until April 1978 but in the meantime were brought more widely to the attention of the fishing industry in order that all who might be affected might be assured of the direct opportunity to comment upon them and be represented at any subsequent meeting. Leslie Cunnington represented the SWFO at the meeting on 17 April 1978. It had been made clear to the industry that there would be a long period of transition before any new regulations could come into force.

Animal skins

Janet Fookes (Plymouth, Drake) asked if there was any trade involving the import of cat and dog skins; and, if so, how great it was by volume and value.

Mr Meacher said yes, but that separate figures for imports of skins of domestic cats and dogs were not readily available. They were included with other animals in the details of raw furskins given in the overseas trade statistics under SITC (rev 1) subgroup 212.0 and SITC (rev 2) item 212.09. To

recover quantitative details would require retrospective analysis of the documents submitted by importers on individual consignments and would entail undue cost.

British Island Airways

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade when he expected to decide the appeal by British Island Airways against refusal by the Civil Aviation Authority to grant them routes from Gatwick to various European destinations.

Mr Clinton Davis answered: shortly.

Insulating materials

George Rodgers (Chorley) asked the Secretary of State for Prices and Consumer Protection what steps were being taken to prevent price increases in the cost of insulating materials following the announcement of grant support to owner-occupiers who installed such material to prevent energy loss in their properties.

Mr Maclennan said that he agreed that it would be undesirable if the proposed insulation scheme for private houses led to an increase in the price of insulating materials, and he was therefore considering whether any special measures need to be taken. Price increases by individual firms were a matter for the Price Commission.

Installed productive capacity

David Price (Eastleigh) asked the Secretary of State for Industry what was the percentage of installed productive capacity currently utilised in each sector of British manufacturing industry at the latest convenient date; and in each case, what were the current plans to increase that capacity.

Mr Cryer said that information was not generally available about the level of capacity utilisation in particular sectors of manufacturing. For the sectors for which information was available the figures[1] for 1977 were as follows:

	%
Mineral oil refining	66
Iron and steel	68
Non-ferrous metals[2]	75
Man-made fibres	60
Bricks	70
Cement[3]	80
Paper and board	85

Notes: [1] Estimates based on official and trade sources. [2] Relates to aluminium, copper, lead and zinc. [3] Excludes ready mix.

An indication of the extent of full capacity working in different industrial sectors was available from the Confederation of British Industry's quarterly industrial trends survey. The department's investment intentions survey suggested that the volume of manufacturing industry's investment would be 10 to 13 per cent higher in 1978 than in 1977. Higher rises were expected for the coal and petroleum products, the chemicals and the vehicles industries; average rises for the non-ferrous metals, the engineering, the textiles, leather and clothing, and the paper, printing and publishing industries; and little change for the food, drink and tobacco and the residual 'other manufacturing' industries. The extent to which this investment would increase productive capacity was not known. For the iron and steel industry, future investment by BSC and the resulting capacity position were explained in white paper cmnd 7149 of March 1978, *British Steel Corporation, the Road to Viability*.

Funding under Iron and Steel Act

John Ellis (Brigg and Scunthorpe) asked the Secretary of State for Industry, following his statement to the house on 22nd March 1978, what provision had been made for funds to be subscribed to the British Steel Corporation under section 18(1) of the Iron and Steel Act 1975 in place of public dividends capital and national loan fund advances.

Mr Kaufman answered that the secretary of state's statement explained that the British Steel Corporation's financial requirements, other than short-term, would be met for the time being by subscriptions of new capital under section 18(1) of the Iron and Steel Act 1975. It would not be appropriate for moneys already voted by parliament as public dividend capital to be used for this purpose. A supplementary estimate would therefore be submitted and, pending parliamentary consideration of this, the corporation's essential capital needs would be met by advances from the contingencies fund to be repaid to the fund by voted moneys when available.

Thursday, 4 May

Furniture and polyurethane foam

Richard Wainwright (Colne Valley) asked the Secretary of State for Prices and Consumer Protection whether, in view of the fact that in cases of fire, the poisonous fumes given off by furniture containing polyurethane foam can be fatal, he now had any plans to introduce preventive legislation concerning its usage in modern furniture manufacture.

Mr Fraser replied that the main toxic hazard when upholstered furniture burns was presented by carbon monoxide, which was produced in all fires whether or not polyurethane foam was involved. The first priority was to secure a reduction in the ignitability and flammability of upholstered furniture. The practicability of making regulations to achieve this depended on the availability of a suitable test method and it was therefore necessary to await publication of the British standard now being prepared by the relevant technical committee of the British Standards Institution on which his department was represented.

Dangerous lamps

W. W. Hamilton (Central Fife) asked the Secretary of State for Prices and Consumer Protection what urgent action he was taking to prevent the import of dangerous lamps containing chlorinated hydrocarbons; what information he had of the number of these lamps that had been distributed by wholesalers; how many had been sold to the public; and if he will identify those regions of the United Kingdom in which the lamps were known to be on sale.

Mr Fraser said that he had no power to prevent the importation of these lamps but, in common with all other mains operated domestic electrical equipment, they must, when sold by importers or any other trader, comply with the Electrical Equipment (Safety) Regulations 1975 which included a provision relating to the emission of toxic gases. His department would shortly be writing to all known importers and UK manufacturers of lamps of this kind drawing their attention to these regulations and to the need for the lamps to bear advice on safe usage and the precautions to be taken in the event of breakage. The number of lamps sold was not known; they appear to have been distributed throughout the United Kingdom.

Retail food prices

Neil Marten (Banbury) asked what was the percentage increase in all retail food prices in the United Kingdom since January 1973 compared with Germany, France, Holland, Belgium and Denmark.

Mr Maclennan gave the increases, calculated from the respective food indices for each country (below). The comparison was complicated by the different methodologies adopted in preparing each index. For example, the inclusion of alcoholic drink and tobacco varied between countries.

INCREASES IN FOOD PRICES %

	Jan 1973-Feb 1978	Feb 1977-Feb 1978
West Germany [1 2]	26.5	2.2
France [1]	74.7	10.9
Holland [1]	39.9	1.9
Belgium [1]	54.1	2.8
Denmark	79.8	13.0
United Kingdom	137.0	6.9

Source: OECD Main Economic Indicators.
Notes: [1] Includes beverages, [2] Includes tobacco.

Clothing industry agency

Max Madden (Sowerby) asked what basis of funding would apply to the Clothing Industry Productivity Resources Agency.

Mr Williams replied that the government had agreed to provide £450,000 over the next five years towards the initial costs of launching the Clothing Industry Productivity Resources Agency which would be a grant-aided body. Parliamentary approval to this new service would be sought in a supplementary estimate for the industrial innovation; technological and industrial sponsorship vote. Pending that approval the necessary expenditure would be met by repayable advances from the contingencies fund up to £30,000.

Obsolete factory development

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry how many applications had so far been received for industrial development certificates for the speculative redevelopment of obsolete industrial factories outside the assisted areas under the scheme announced in February 1976; how many had been granted; and whether he would make a statement about the future of the scheme.

Mr Cryer answered that up to 28 February 1978, 52 certificates were granted for projects which met the criteria of the scheme for the speculative replacement of obsolete factories in urban areas announced on 26 February 1976. No certificate had been refused for projects which met the criteria. He had no present plans to modify the scheme.

Expenditure in the north west

Winston Churchill (Stretford) asked the Secretary of State for Industry by how much his department's expenditure per capita in the north-west region exceeded, or was less than, that of the national average per capita in respect of his department.

Mr Cryer said that the department estimated that in the years 1974-75 to 1976-77 the annual average expenditure in the north west by his department on regional preferential assistance and in respect of various schemes under section 8 of the Industry Act was £67 million, £10.2 per capita. This compared with £5.8 million, £0.2 per capita for the non-assisted areas taken together and with £402 million, £7.4 per capita, for Great Britain as a whole.

Sperm oil

Albert Roberts (Normanton) asked the Secretary of State for Trade in considering his policy on the admission of goods including leather goods containing sperm oil, what methods were available to establish whether or not sperm oil was included in such goods.

Mr Cryer replied that, as previously stated, he was currently examining the feasibility of introducing measures to require that goods containing or treated with whale products were so marked. Should such measures be introduced, there might be some difficulty for manufacturers of downstream products, as goods finally sold might be four or five places removed from the original treatment with whale products. In the case of whale-product treated goods being imported to the UK, he understood that it might be difficult to determine whether whale products had been used during manufacture or not. In such a case, HM Customs and Excise would refer the goods in question to the Laboratory of the Government Chemist for analysis, but in practical terms, this would only be done where there were firm grounds for suspicion that import regulations had been contravened.

Textile and clothing imports

Kenneth Lomas (Huddersfield West) asked what was the percentage increase in volume and value terms in textile and clothing imports between 1969 and 1976.

Mr Meacher answered with the following information:

IMPORTS OF TEXTILES AND TEXTILE CLOTHING

	1969	1976	Increase
Value (£'000 million cif)	375	1618	331%
Quantity (thousand tonnes)	n/a	662	n/a

Notes: (a) These figures cover wool tops, synthetic and regenerated (artificial) fibres and textile yarn, fabrics and made up articles (including textile clothing). (b) Details by quantity for 1969 are not available on a basis directly comparable with 1976.

Friday, 5 May

Small firms' information centres

John Wakeham (Maldon) asked the Secretary of State for Industry what was the annual cost of his department's small firms' information centres; what was their total staff; and what were the required job specifications for the work involved.

Mr Cryer replied that the annual cost of the small firms' information centres, together with the facility provided by the Liverpool sub-office, was £326,000 at 1977 prices. The total number of staff in the centres was 36 and all were drawn from the administration grade of the civil service.

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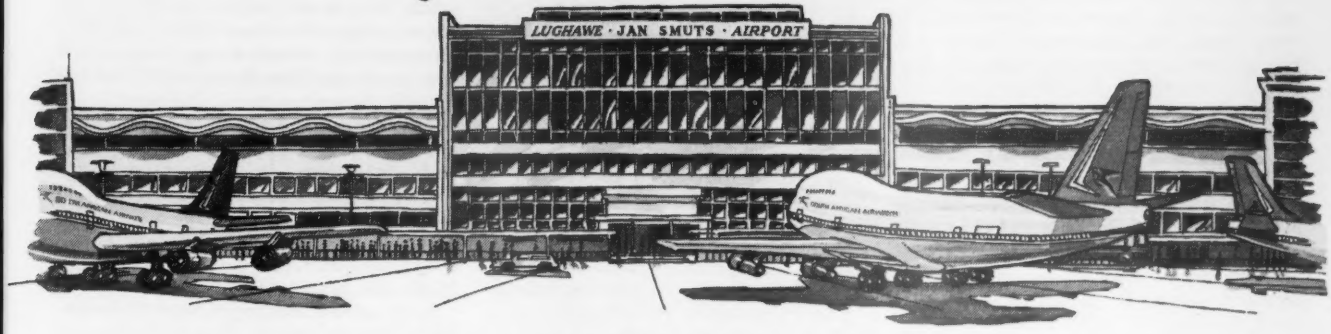

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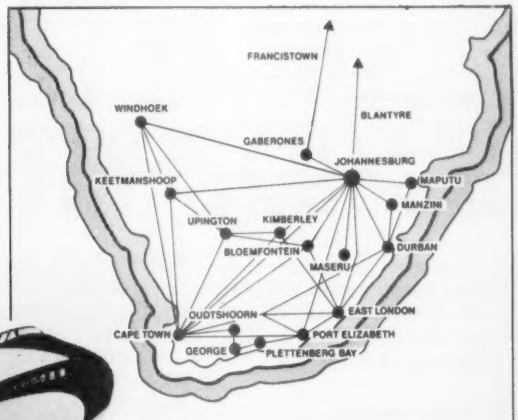

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European community news

Government support for enlargement concept – Judd

In a debate on the enlargement of the European community, held in the Commons on 2 May, Frank Judd, Minister of State at the Foreign and Commonwealth Office, said that the government 'unequivocally' supports the concept of enlargement. 'We are convinced that the issue is of immense political significance,' he added.

The Commons was discussing the European commission's fresco on enlarging the community to admit Portugal, Spain and Greece as member states.

Mr Judd said that the government supported the concept of enlargement because its stand was based on strong political commitment to the support of democracy in Greece, Portugal and Spain.

'We believe that community membership would, for these countries, be an important factor in stabilising and protecting their democracy,' he said.

Speaking on the institutional implications of enlargement, Mr Judd said the treaties would need to be amended to give the new member states fair and proportionate representation in the various community institutions. There was also the general problem of ensuring that the community machinery could work effectively, without undue bureaucracy or expense.

'On this second aspect, the British government cannot agree with those who see the answer in rigid application of procedural devices such as the increased use of majority voting. The government are absolutely committed to the present principle of consensus, with retention of the right to veto,' he said.

On the question of representation Mr Judd said it would provide an opportunity to review the size of the commission.

'There are strong arguments which need to be carefully weighed for suggesting that that body should, after enlargement, be confined to 12 members with only one commissioner from each member state'.

Mr Judd said that the government welcomed the commissions recognition of the possible need for flexibility on the question of transitional entry periods for membership by the three countries.

'The government agree with the suggested minimum and maximum recommended in the fresco of five years and 10 years respectively. As to the commission's idea of two stages, we shall have to study this carefully, at least as far as Greece and Spain are concerned.' Mr Judd gave a provisional estimate of budgetry costs to the UK of between £90 million and £115 million on the basis of present policies.

'This is certainly not a meagre amount, but it has to be weighed in the political balance. I must stress that the estimate is extremely tentative and that in any case present policies are bound to change under the impact of enlargement'.

More Anglo-French co-operation wanted – Varley

British industry should seek out new areas for co-operation with French industry, Eric Varley, Secretary of State for Industry, said on 3 May.

Speaking at a dinner hosted by the Lord Mayor of London at the Mansion House, Mr Varley said he hoped that British and French industry could build on the already impressive history of co-operation between the two countries by establishing joint ventures and by increasing the two-way flow of investment across the channel.

'It is important for both British and French industry to work together to take advantage of the specialist knowledge and technology which each has developed and to enable European industry to be better placed to withstand the threat of far eastern competition. Co-operation makes good economic sense.'

Referring to the work of the Franco-British Committee for Industrial Co-operation, Mr Varley said it was now examining the possibilities for co-operation in a number of industrial sectors including vehicles, computer peripherals, pulp and paper and offshore supplies.

Mr Varley suggested that these possibilities could usefully be explored at a conference on industrial co-operation to be held in Britain later this year. The French government had welcomed this proposal.

André Giraud, French Minister of Industry was present at the dinner. This was the first meeting between Mr Varley and Mr Giraud and it continues a sequence of regular contacts which have developed between British and French industry ministers. Mr Giraud, whose responsibilities include energy matters, will also be meeting Tony Benn, the Secretary of State for Energy.

The dinner was attended by industrialists and businessmen from Britain and France with experience in Anglo-French co-operation. They included representatives of Lucas, Dunlop and Cavenham, all of which have extensive interests in France, L'Oreal, which manufactures cosmetics in South Wales, and Michelin UK.

At the summit meeting between the British Prime Minister and the French President on 12 and 13 December 1977 it was agreed to set up a Franco-British Committee for Industrial Co-operation to consider in detail possible areas for co-operation between the two countries. The first meeting of the committee took place on 20 February 1978 in Paris. The committee meets about once every six months in London and Paris alternately. The first meeting considered the following areas: multilateral trade negotiations, steel, computer peripherals, machine tools, vehicles, paper and board, offshore supplies and EEC industrial policies. Following this meeting it was agreed that further meetings should take place between the relevant national experts on many of these subjects and meetings have already taken place.

Trade relations with Australia discussed at Council

At the UK's initiative there was a discussion about trade relations with Australia at the foreign affairs council held in Brussels on 2 May, David Owen, Secretary of State for Foreign and Commonwealth Affairs, told the Commons in a written reply on 3 May.

'Strong support was shown for greater efforts to clear up current problems,' he said. 'The council will return to this topic on 6 June shortly before the talks to be held between the commission and the Australian Minister for Special Trade Representation.'

The council had had its first wide-ranging exchange of views on the commission's fresco report on the overall implications of the enlargement of the community. Dr Owen said the council had reaffirmed its political will to proceed with enlargement. The subject

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Launch of first ESA communications satellite 305

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would come up for discussion again at the 6 June council, when the commission's opinion on the Portuguese application was also expected to be discussed.

Dr Owen said the commission had reported on the progress of the multilateral trade negotiations, on current steel negotiations with certain third countries, and on tripartite talks on steel imports between the EEC, the United States and Japan. The council had taken note of a series of proposed measures designed to tighten discipline in the community steel market, he said.

There was also discussion, of a commission regulation establishing prior surveillance licensing on a community-wide basis on footwear imports from certain sources.

The council had reviewed proposals which aimed to complete the framework of anti-pollution measures, and to strengthen community action in the wider international framework, following the call by the European council in April for co-ordination of measures to prevent massive pollution.

Some progress was also made he added on certain outstanding problems in the draft fourth directive on company law.

UK contributes $115m to aid programme

Britain is to provide $115 million as part of the EEC 'member states' contribution to the special action programme of $1 billion aid to the poorest countries.

In answer to a written question, Judith Hart, Minister for Overseas Development replied that an agreement was signed on 3 May between the International Development, Association (IDA) and the community and its member states, under which the latter will make additional contributions to the IDA to a total of $385 million. 'The UK's share of this will be $115 million,' Mrs Hart said, 'currently equivalent to about £61 million. Full details of the agreement will be published in a command paper and the approval of the house for the UK to make its contribution will be sought by the submission of a statutory instrument.'

The programme was agreed by aid donors in June 1977 at the Conference on International Economic Co-operation held in Paris, and it is intended that its funds should reach the recipient countries as quickly as possible.

Ministers work out regulation for aid

At the development co-operation council held in Luxembourg on 25 April, ministers worked out the content of a basic framework regulation for implementing financial and technical aid to non-associated developing countries. Judith Hart, Minister for Overseas Development, attended the meeting.

The purpose of the regulation is to define the measures, the objectives, and the detailed arrangements for the administration of this aid. The amount of aid is fixed every year when the community budget is adopted.

This type of aid will be made available to the poorest developing countries as a general rule, and the community, in applying this principle, will keep a reasonable geographical balance.

In addition, the council evolved the general guidelines for the implementation of the 1978 financial and technical aid programme for non-associated developing countries. This programme has 70 million units of account. On the basis of these guidelines the commission may begin to examine the projects to be financed.

As part of the co-ordination and harmonisation of the EEC's co-operation policies, the council held a broad exchange of views focusing on the volume and geographical pattern of official development aid.

Extension to milk marketing year announced

It was agreed at the meeting of the EEC council of agriculture ministers in Luxembourg on 24 to 27 April that the marketing year for milk should be extended from 30 April 1978 until 21 May 1978.

As a result, the latest day for receipt of applications in the UK under the existing milk non-marketing and conversion premium scheme will now be 21 May 1978 and not 30 April 1978.

Anti-dumping duties on iron and steel products

Definitive anti-dumping duties have been imposed by the European commission, replacing provisional charges to duty, on imports into the EEC of various iron and steel products

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Still small enough to care

from South Korea, Bulgaria, Romania and the German Democratic Republic.

The products subject to definitive duties are:

73.08 A and B: iron or steel coils for re-rolling originating in South Korea; and

73.13 BIA: sheets and plates of iron or steel, other than electrical sheets and plates not further worked than hot-rolled, of a thickness of 2 mm or more originating in Bulgaria, Romania and the German Democratic Republic.

The rates of duty are variable and are designed to bridge the difference between the import price of a consignment and the basic price published by the commission (see *Trade and Industry* 13 January). However, the amount of duty will be reduced to the extent that the importer satisfies Customs and Excise that an import price is lower than the basic price because of the inferior quality of the goods.

Extension of provisional duties

The commission has also announced that provisional anti-dumping duties already imposed on certain iron and steel products will be extended for three months. These products are:

73.08 A and B: iron or steel coils for re-rolling originating in Czechoslovakia or Japan;

73.10 AI: wire rod, of iron or steel, not further worked than hot-rolled or extruded, originating in Czechoslovakia;

73.13 BIa: sheets and plates, of iron or steel, other than electrical sheets and plates, not further worked than hot-rolled, of a thickness of 2 mm or more, originating in Czechoslovakia or Japan;

73.13 BII b and c: sheets and plates, of iron or steel, other than electrical sheets and plates, not further worked than cold-rolled, of a thickness of less than 3 mm, originating in Czechoslovakia or Japan;

ex 73.11 AI: angles, shapes and sections, of iron or steel, not further worked than hot-rolled or extruded, U, I or H sections of a height of less than 80 mm and H sections (broad-flanged beams) U or I sections of a height of 80 mm or more, originating in Japan;

73.13 BIVc: sheets and plates, of iron or steel, hot-rolled or cold-rolled, other than electrical sheets and plates, zinc-coated (other than electrolytically zinc-coated), originating in Poland, Spain or Japan.

In future, for these products on which provisional duties have been extended, the amount of provisional duty will be reduced to the extent that the importer satisfies Customs and Excise that an import price is lower than the basic price because of the inferior quality of the goods.

The collection of provisional duties has been suspended, subject to the giving of a deposit, by the provisions of the Anti-Dumping and Countervailing (Postponement of Collection) Regulations 1978.

The commission has also announced that in the case of Japan, the collection of provisional duties or the giving of a deposit have been suspended, notwithstanding that measures enabling the collection of duties have been extended for three months.

The commission have announced that provisional anti-dumping duties will cease to be levied on:

ex 73.01 B: haematite pig iron and cast iron, in pigs, blocks, lumps and similar forms, containing less than 0.1 per cent by weight of manganese originating in Canada.

The suspension of anti-dumping duties on goods originating in Japan was effective from midnight on 20 April 1978. The remainder of these measures came into effect at midnight on 28 April 1978.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal* of the European Communities.

Wine. The *Official Journal* L112, 25 April 1978, contains the following corrigendum to regulation (EEC) 373/78 (published in *Official Journal* L53, 24 February 1978) laying down certain detailed rules for the conduct of distillation operations in the wine sector and defining the event giving rise to payment of the amounts involved in these operations.

Page 7, article 1 (2): *instead of:* 'The conversion rate in the case of obligatory distillation to be applied to the minimum purchase and purchase prices fixed in units of account shall be the representative rate applying on the date when the wine or the by-products of wine-making enter the distillery.' *read:* 'The conversion rate to be applied to the minimum purchase and to the purchase price of the by-products delivered fixed in units of account shall be the representative rate applying on the date when the wine or the by-products of wine-making enter the distillery.'

Seeds and plants. The *Official Journal* L113, 25 April 1978, contains the texts of the following directives:

Directive 78/386/EEC amending the annexes to directive 66/401/EEC on the marketing of fodder plant seed.

Directive 78/387/EEC amending the annexes to directive 66/402/EEC on the marketing of cereal seed.

Directive 78/388/EEC amending the annexes to directive 69/208/EEC on the marketing of seed of oil and fibre plants.

The *Official Journal* L106, 20 April 1978, contains the following corrigendum to decision 78/286/EEC (published in the *Official Journal* L74, 16 March 1978) authorising the Netherlands to permit temporarily the marketing of seed not complying with requirements of directive 69/208/EEC.

Page 30, second citation: *for:* '. . . , and in particular article 17 thereof', *read:* '. . . , and in particular article 16 (1) thereof'.

Imports from non-member states

The *Official Journal* L112, 25 April 1978, contains the text of the following Decisions:

Decision 78/389/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to jerseys, pullovers, slip-overs, twinsets, cardigans, bed-jackets and jumpers, knitted or crocheted, not elastic or rubberised, of wool, cotton or man-made textile fibres, falling within subheading ex 60.05 A of the common customs tariff, originating in Yugoslavia and in free circulation in the other member states.

Decision 78/390/EEC authorising France not to apply community treatment to blouses and shirts, knitted or crocheted (not elastic or rubberised) or woven, for women, girls and infants, of wool, cotton or man-made textile fibres, falling within subheading 60.05 A II or 61.02 B of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/391/EEC authorising the Federal Republic of Germany not to apply community treatment to men's and boys' woven jackets and blazers, falling within heading ex 61.01 of the common customs tariff, originating in Macao and in free circulation in the other member states.

Decision 78/392/EEC authorising Italy not to apply community treatment to tents, falling within heading ex 62.04 of the common customs tariff, originating in South Korea and in free circulation in the other member states.

Decision 78/393/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to women's, girls' and infants' woven and knitted or crocheted dresses, of wool, cotton or man-made textile fibres, falling within sub-heading ex 60.05 A II or ex 61.02 B of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/394/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to blouses, knitted, crocheted or woven, for women, girls and infants, falling within subheading ex 60.05 A II or ex 61.02 B of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 78/395/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to unworked drawn or blown glass (including flashed glass), falling within heading ex 70.05 of the common customs tariff, originating in the USSR and in free circulation in the other member states.

The *Official Journal* L114, 26 April 1978, contains the texts of the following decisions:

Decision 78/396/EEC authorising France not to apply community treatment to men's and boys' underpants and briefs, women's, girls' and infants' knickers and briefs, knitted or crocheted, not elastic or rubberised, of cotton or synthetic textile fibres, falling within heading ex 60.04 of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/397/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to men's and boys' woven suits of man-made textile fibres, falling within heading ex 61.01 of the common customs tariff, originating in Poland and in free circulation in the other member states.

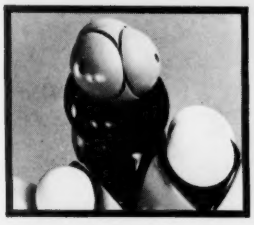
Decision 78/401/EEC authorising France not to apply community treatment to parkas, anoraks, windcheaters, and the like, woven, of wool, of cotton or of man-made textile fibres, falling within heading ex 61.01 or subheading ex 61.02 B of the common customs tariff, originating in South Korea and in free circulation in the other member states.

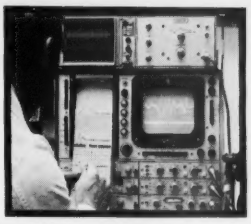
European community news continues after the supplement on page 313.

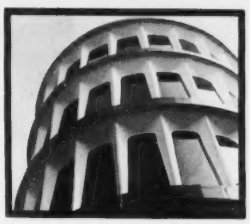
The Queen's Award 1978

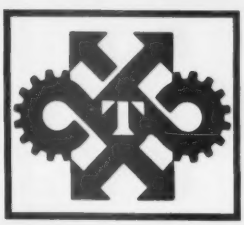
Trade and Industry special report

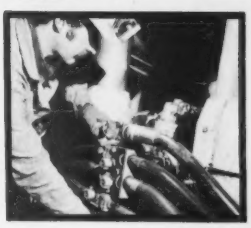
The best of British technology and exports

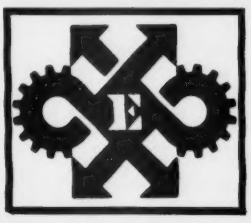












THE QUEEN'S AWARD FOR EXPORT ACHIEVEMENT 1978

Bland Payne

The Board want to thank their colleagues in the Company, its clients, Lloyd's and all the insurance market.

Without their help the Company could not have obtained the results to merit its being awarded The Queen's Award for Export Achievement.

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Trade and Industry
Special report on the Queen's Award to Industry 1978. Published with 12 May 1978 edition.

The best of British

Cement works constructed by Costain in Dubai.

Outstanding achievement by British companies in the fields of export and technology is recognised and rewarded annually on the Queen's birthday, 21 April, by the Queen's Awards.

Originally a single award, the Queen's Award to Industry was instituted by royal warrant in 1965, following the recommendations of a committee chaired by the Duke of Edinburgh. In 1975, a review committee recommended that it be split into two distinct awards – an award for export achievement and an award for technological achievement – and that eligibility for the export award be extended to certain indirect exporters and export agents. The earlier, 1970, review of the scheme had already led to the inclusion of 'invisible' exporters and merchants.

Awards are made by the Queen on the advice of the Prime Minister who is assisted by an advisory committee which includes representatives of industry, commerce, trade unions, and engineering institutions. Two subordinate committees examine the separate export and technology applications. Once made, the awards are valid for five years.

A substantial and sustained increase in export earnings to a level which is outstanding for the products or services concerned and for the size of the applicant's operations is the main criterion on which recommendations for export awards are based. In the technology field, the criterion is a significant advance and leading to increased efficiency in the application of technology to a production or development process in British industry. This includes the production for sale of goods which incorporate new and advanced technological qualities.

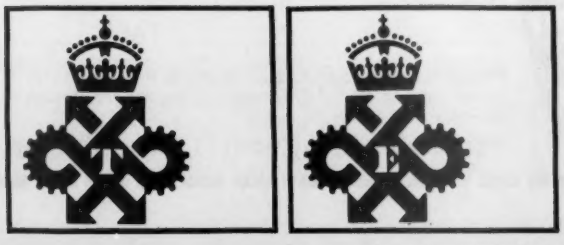
Any organisation in the UK, the Channel Islands or the Isle of Man producing goods or services which meet these criteria may apply for the awards. Research associations, educational institutions and similar bodies, as well as central and local government with industrial functions, are also eligible for the technology award if they can show that they have contributed to industrial efficiency through improved technology.

Assessment of the applications is not influenced by the type of activity or product, or location or size of the 'unit' applying. But the unit must have a number of partners or employees; the awards are not personal honours but are given to a unit as a whole, that is to management and employees who have worked as a team. Therefore smaller exporting firms are often able to compete successfully with larger organisations: for instance, success has been achieved by a firm with only three employees.

Holders of an award are entitled to fly the award flag and to display the emblem on goods produced in this country, in advertising, and on packaging and office stationery. Further awards may be applied for, for achievements additional to those recognised by earlier awards, but, generally, priority is given to applicants who have not gained an award in the previous two years.

The number of applications for this year's awards was the largest to be recorded – 1860 – an increase of 51 over the previous record figure reached in 1977.

Details of all the 17 technological award and 107 export award winners are given on the following pages. The recipients represent a wide spread of industrial and commercial activity throughout the UK.



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British patent 1315132 Other patents applied for. Designs registered and pending.
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technology

Acoustical Manufacturing Company

Acoustical Manufacturing successfully developed and applied feed-forward techniques for its Quad 405 high-power hi-fi audio amplifier. Benefits are: complete absence of adjustable components; time-constant performance; improved reliability; no cross-over distortion; no thermal tracking problems. Circuit adopts 'current dumping' instead of conventional techniques. Quad 405 sells in 65 countries.

AERE Harwell

(see Rolls-Royce)

BOC Subocean Services

A subsidiary of BOC's Oilfield Services, BOC Subocean Services developed underwater welding equipment, which is semi-automatic, has a high deposition rate and Lloyds process approval to depths of 180 m. It is claimed that the equipment, developed in conjunction with Cranfield Institute of Technology, significantly reduces welding times in underwater work and improves quality of welding.

Brookdeal Electronics

Fourth-generation signal-recovery equipment is designed by Brookdeal Electronics. World-wide applications of the equipment include human-ear research and the causes of deafness, humidity in chocolate manufacture, radio waves from outer space, vibration analysis in aircraft and industrial machinery, development of fibre optics and better tracking of satellites and missiles.

CJB Offshore

Design and development of production platform facilities and support structures for the Thistle Field in the North Sea were the responsibility of CJB Offshore, a subsidiary of John Brown. The CJB platform supports a total of 60 wells, is installed in water depth of 160 m and incorporates comprehensive control systems, storage and supply facilities.

Dowty Mining Equipment

Control systems enabling powered roof-supports in mines to be advanced in a shorter time cycle, thus improving productivity at the coal face while maintaining operator safety, have been developed by Dowty Mining Equipment. Exports of the Dowval control system now account for some 50 per cent of total sales.

East Malling Research Station

(see Wye College)

GKN Forgings

A new forging process, which uses an alloy powder as the basis for the manufacture of steel components, mainly for use in the motor industry, has been developed by GKN Forgings. The technique is claimed to reduce the waste inherent in hot forging, reduce investment cost and provide energy savings.

Imperial Chemical Industries

Three ICI divisions have each won an award.

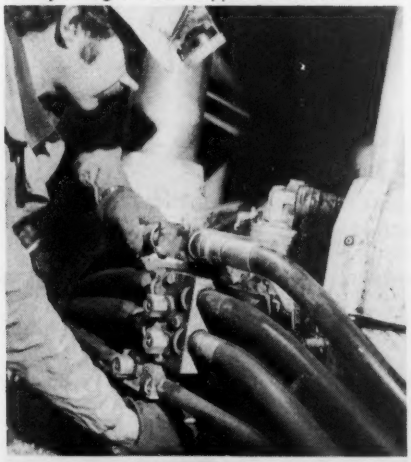
Mond Division developed inorganic oxide fibres involving a new product – Saffil – and a new process. Saffil alumina fibres withstand temperatures up to 1600°C. They are primarily used to replace refractory bricks in kilns and furnaces to achieve savings in both fuel and maintenance as well as to increase production.

Pharmaceuticals Division has prepared an anti-oestrogen drug, tamoxifen, which is used in the treatment of breast cancer and marketed under the trade name Nolvadex. Launched in the UK in 1973, Nolvadex was approved by the Food and Drugs Administration for marketing in the United States last December.

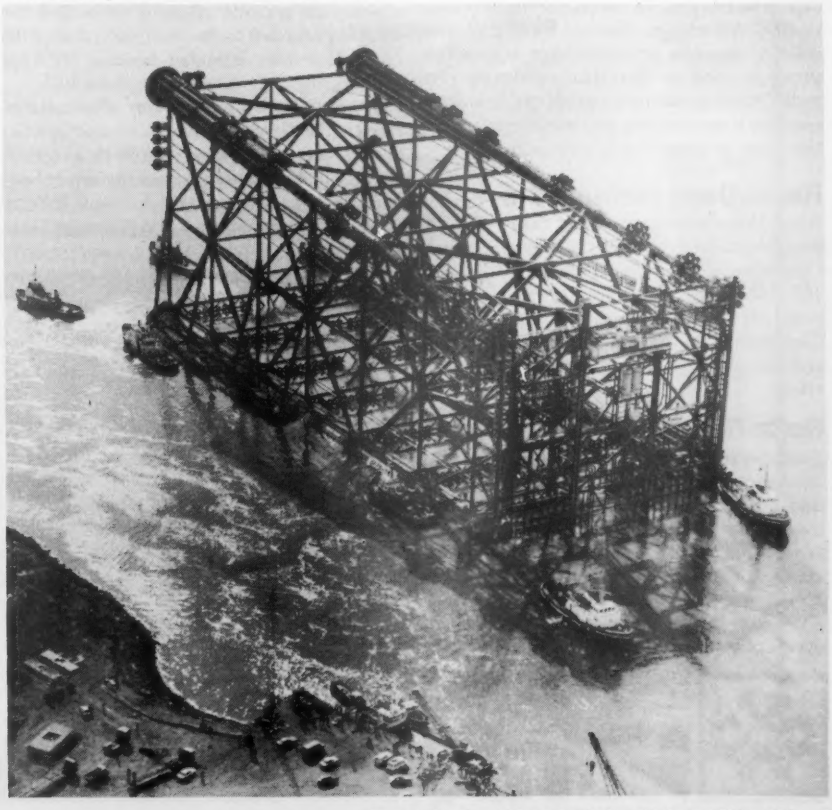
Plant Protection Division has developed pirimiphos-methyl, an insecticide having applications in agriculture, horticulture, public health and in the home and garden.

Marketed under the trade names Actellic,

Dowty-designed roof support for mines.



Thistle-field platform from CJB under tow.



Pirimiphos-methyl insecticide, developed by ICI.

The best of British technology

Silosan and Blex, its uses include control of pests such as ants, aphids, caterpillars, fleas, mites and mosquitoes.

Pilkington Brothers

Pilkington has successfully exploited an alkali-resistant glass fibre for reinforcing cement products. Pioneering work was done by the Building Research Establishment and Pilkingtons was granted a commercial licence by the National Research and Development Corporation. Used for components for building and allied industries, the product is a potential replacement for asbestos cement products.

Quantel

In collaboration with its parent company Micro Consultants, Quantel has introduced digital techniques for use in television broadcasting. Advantages claimed for digital over existing analogue techniques are: signals less prone to noise or distortion; processing controlled more accurately; signals can be stored; circuitry is more stable; and live television pictures can be expanded or contracted.

Racal-Dana Instruments

Racal-Dana pioneered a new range of fully-programmable synthesised signal generators. Operating in the frequency band 100 kHz to 160 MHz the instruments were designed primarily for the support and testing of the Clansman range of military communication systems. Exports account for 25 per cent of sales.

Rolls-Royce and AERE Harwell

Joint development of a technique, known as dynamic radiography, to study aero engines under actual operating conditions has won awards for Harwell's nondestructive testing centre and Rolls-Royce. The process, it is claimed, cuts development time of some turbine engines by up to 20 per cent and has also given Roll-Royce other significant advantages over competitors. During the collaborative programme, since 1970, 20 different engine types have been examined using this technique and 19 000 radiographs have been taken. Rolls-Royce is discussing the exploitation of dynamic radiography with a number of leading aero-engine manufacturers overseas.

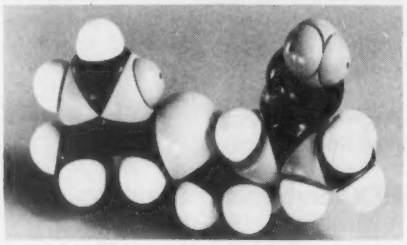
Smith Kline and French Laboratories

Smith Kline and French discovered and developed histamine H2-receptor antagonists to make available Tagamet, a brand of cimetidine. This drug is used in the treatment of peptic ulcers and similar conditions. It is claimed that treatment controls gastric acid secretion to permit ulcers to heal without the necessity of surgery.

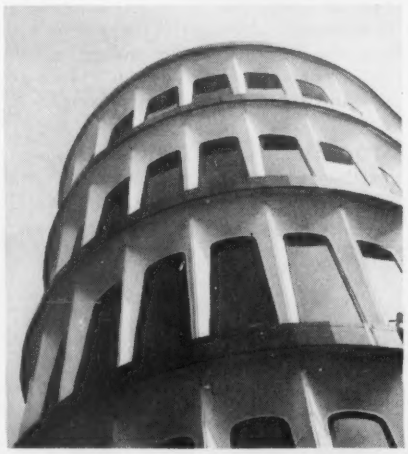
Wye College and East Malling Research Station

Wye College's Department of Hop Research has collaborated with East Malling Research Station in the development of hop plants of greatly improved performance due to freedom from virus infection. Main benefit is due to the absence of necrotic ringspot virus and the resulting increase in the yield and value of the crop. The value is higher because the hops contain more alpha acid, the main bittering substance. Both organisations also collaborated in the development of three new varieties of hop. One, resistant to wilt, Wye Target, is now the most important variety grown in England.

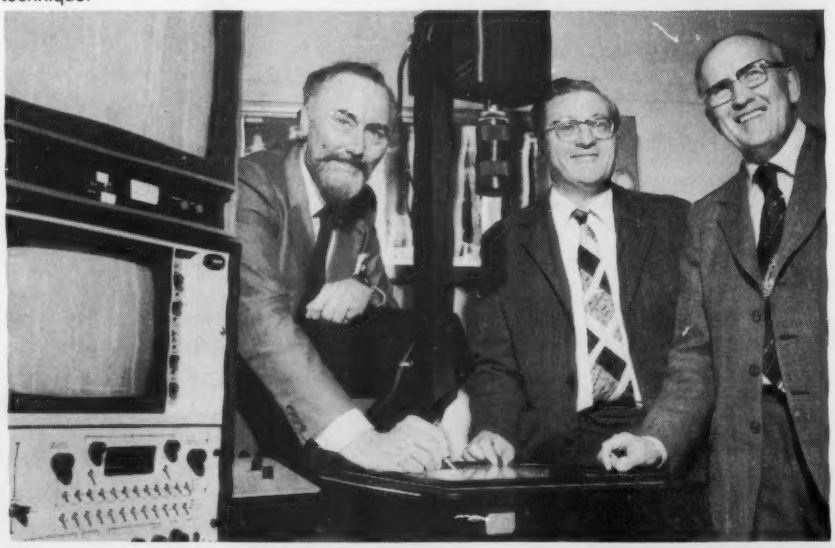
Molecular model of Tagamet discovered by SK & F.



Pilkington's cement cladding on new London building.



Peter Stewart, Rolls-Royce; Derek Pullen and Roy Sharpe, Harwell – developed new X-ray technique.



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THE QUEEN'S AWARD FOR EXPORT ACHIEVEMENT

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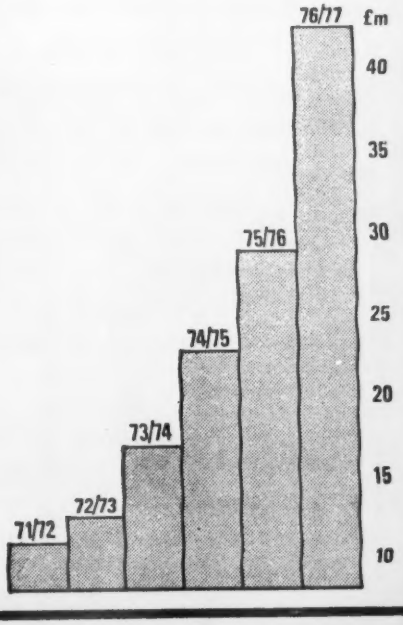
I congratulate all of our people involved in this great effort. We look forward to increasing further our exports in the current year."



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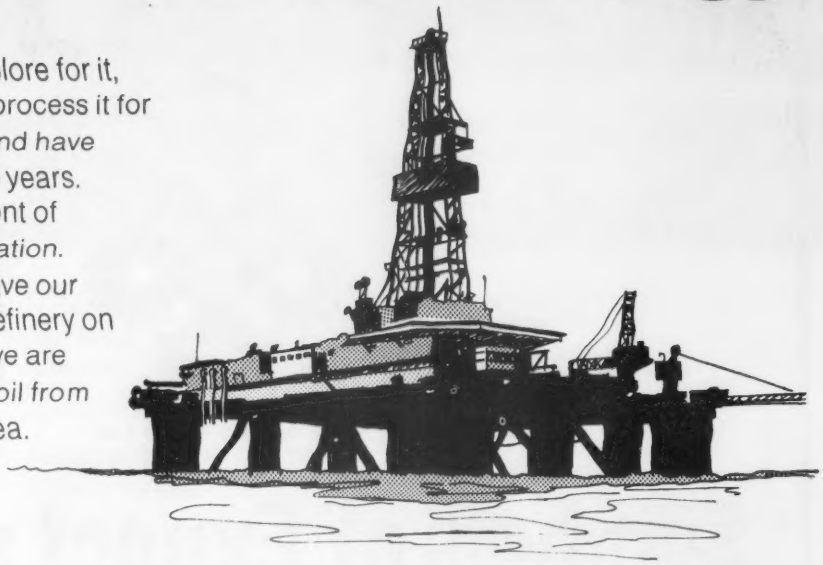

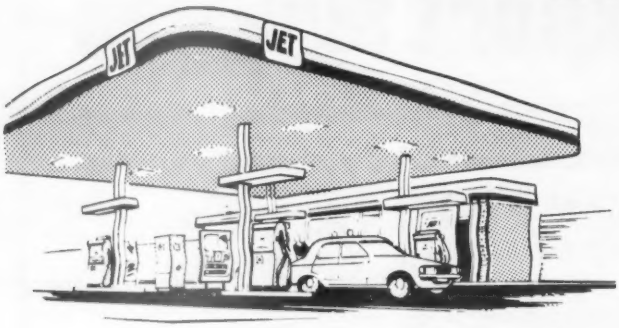

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and exports

A. and J. (Staples)

This small firm manufactures staples used to close cartons and exports them together with stapling machines to an extensive range of markets. Over a three-year period, its exports have more than quadrupled and form well over 80 per cent of total sales.

A. E. Autoparts

A subsidiary of Associated Engineering Ltd, A. E. Autoparts distributes and markets replacement components for internal combustion engines. It exports worldwide. Over a three-year period, its exports have nearly doubled and now account for over 60 per cent of total sales.

Aga Navigation Aids

This subsidiary of Aga AB of Sweden manufactures lighting equipment, buoys and moorings for marine use. It exports to over 60 countries worldwide. Over a three-year period its exports have more than trebled and now account for nearly 80 per cent of total sales.

Air Products' cryogenic systems division

Cryogenics systems division of Air Products – part of Air Products and Chemicals Incorporated – designs and manufactures cryogenic process plant equipment used in the production of oxygen, nitrogen, argon and other industrial gases. Its recent exports have been to some 18 countries throughout the world. Exports have more than doubled between 1975 and 1977 and increased by 600 per cent since 1974. By 1977 export sales were 98 per cent of total sales. The division gained earlier awards in 1968 and 1972.

Alginate Industries

The only UK manufacturer of alginic acid and related products derived from seaweed, the company exports to markets throughout the world and has more than doubled the value of its exports, which represent about 75 per cent of total sales over a three-year period. A subsidiary company has been established in West Germany. The company won the award previously in 1968 and 1973.

Aljose Fashions

This small firm, a subsidiary of R. and J. Pullman Ltd, manufactures young people's high fashion dresses and exports to over 20 countries mainly in western Europe, the Middle East and Scandinavia. Over a three-year period, exports have more than quadrupled and now account for over 50 per cent of total sales.

Anco Productions

A small manufacturer of men's, women's and children's fashion jeans, denim wear and casual clothing, the company exports to some 17 countries, including six new markets. Over a three-year period, exports have increased over four-fold and now account for nearly 80 per cent of total sales.

Arto Chemicals

Over a three-year period, Arto Chemicals' exports have increased more than 20-fold and now account for some 75 per cent of total sales. It is an international trader in synthetic rubbers, natural rubbers, plastics and certain industrial chemicals. It exports to 15 countries.

Associated Portland Cement Manufacturers

The company's products under the Blue Circle brand name are exported to over 100 countries. Over a three-year period, the firm has nearly trebled its exports. APCM is a leading manufacturer of cement and allied products and also supplies plant and equipment for cement manufacture, as well as offering consultancy services in this specialised sector.

B. and W. Loudspeakers

This small firm manufactures loudspeaker systems for the home audio market. It exports regularly to 30 countries, including Japan and the United States. Over a three-year period, its exports have nearly trebled and now account for well over 80 per cent of total sales. The firm gained an earlier award in 1973.

Balfour Beatty

Civil, electrical and mechanical engineers and contractors, this company, whose previous export achievements were recognised by an award in 1973, has continued to expand its activities on a world-wide basis and more than doubled its overseas earnings over a three-year period.

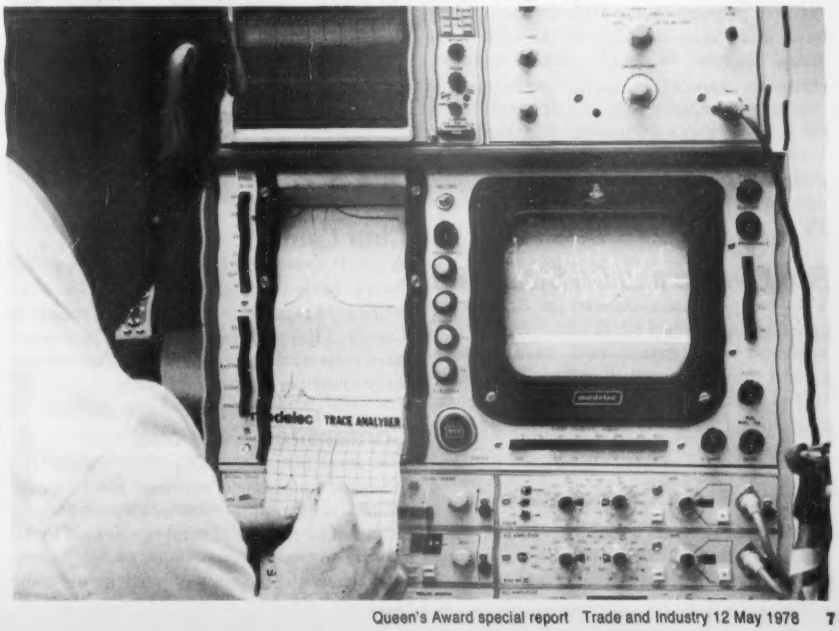
Bearings (Non-Lube)

Bearings (Non-Lube) exports to Australia, Denmark, France, Germany, Holland, Italy, Singapore and the United States. Over a three-year period, exports have increased six-fold and now account for nearly 60 per cent of total sales. Its products are thermoplastic bearings which offer considerable economies over conventional designs by exploiting the versatility of plastics.

Blacks of Greenock

This firm, a subsidiary of Black and Edgington, manufactures tents and camping equipment for civilian and military purposes, as well as flags and tarpaulins. It exports to some 90 countries with the most important markets in Africa and the Middle East. Over a three-year

Medelec equipment is exported to over 30 countries (see page 16).



The best of British exports

period, exports have more than quadrupled and account for over 40 per cent of total sales.

Bland Payne Holdings

Bland Payne Holdings – the parent of a group of international insurance and reinsurance brokers – has increased its export business by nearly two and a half times over the last three years. It has concentrated on developing overseas markets and on acquiring expertise in such specialised areas as oil exploration insurance. Its operations are worldwide and it has established local offices in all the important markets.

Booker Agriculture International

This firm, a subsidiary of Booker McConnell Ltd, has doubled its overseas earnings over a three-year period. It provides management, consultancy, technical training and other services for agricultural and agro-industrial projects in tropical, sub-tropical and arid areas. The skills employed include: agronomy; agricultural engineering; irrigation and drainage; pedology; factory engineering and technology; project planning and design; manpower development and training.

Boythorpe Cropstores

Exports of this firm, a subsidiary of Thomas Tilling Ltd, now account for over 50 per cent of total sales and over a three-year period, exports have more than trebled. The company manufactures tower silos for sealed storage of grain or forage, and slurry tanks for the storage of animal effluent. It exports to Denmark, Republic of Ireland, France, Holland, Italy, Japan, Sweden, Switzerland and West Germany.

Bradbury Wilkinson

The company is one of the leading firms of security printers in the UK. Exports, which have more than doubled in the past three years, consist of bank notes, travellers cheques, stamps, cheques, certificates of deposit and treasury bills, as well as machinery for printing these documents and bank note verification units. The company exports to more than 80 countries throughout the world and was granted previous awards in 1974 and 1967.

Braithwaite and Co Structural

This company, a subsidiary of Braithwaite and Co Engineers Ltd, fabricates structural steelwork and pressed steel storage tanks. Over a three-year period, exports have quadrupled and now account for some 40 per cent of total sales. Its exports have ranged over some 48 countries.

British Steel Corporation (Overseas Services)

This subsidiary of the British Steel Corporation has quadrupled its overseas earnings over a three-year period. It provides integrated packages for the assessment, planning, construction and operation of new or existing steel-related developments overseas. These include technical, management, design, engineering, financial, commercial, and operational services, as well as training for both management and operatives. A previous award was gained in 1977.

David Brown Tractors

This firm, a subsidiary of Tenneco Inc of the United States, exports worldwide. It manufactures agricultural and semi-industrial tractors, skidded engine and transmissions units and agricultural implements. Over a three-year period, the firm has increased its already substantial exports by more than 50 per cent. It gained awards for export achievements in 1966, 1968 and 1971, and for technology in 1974.

Frans Buitelaar

Cattle producers, slaughterhousemen and meat processors, this company has established regular markets in France, Germany and Holland. It has expanded its exports nearly three-fold over a period of three years. Exports account for 70 per cent of total sales.

Camrex

The company produces specialised marine coatings and in addition provides specialised marine contracting and consultancy services. Direct exports have increased three-fold over a three-year period and in the same period the contracting and consultancy services have expanded at a similar rate. The company regularly exports to a number of countries throughout the world.

Carnation Foods

This food manufacturer, a subsidiary of the Carnation Company of the United States, exports evaporated milk, Coffee-mate, dry cat and dog foods, and cages for small animals and birds. The products go to over 40 countries worldwide. Over a three-year period, exports have increased five-fold and now account for nearly 40 per cent of total sales.

Hamish Cathie Travel

This company, which provides a wide range of services for overseas visitors throughout Scotland, England and Wales, has more than trebled its turnover during the past three years. In addition the company provides a wide range of conference facilities and incentive tours.

Clan Laird

A small firm producing women's and children's outerwear of worsted and woollen fabrics. It exports to 11 countries, mainly in Europe. Over a three-year period, its exports have increased nearly seven-fold and account for over 60 per cent of total sales.

Conference Services

This small firm of only 20 permanent staff has increased its overseas earnings five-fold over the past three years. It specialises in the organisation of international conferences held in the UK by overseas associations, or by associations where the majority of participants come from overseas countries. Consultancy services are also offered to overseas countries hoping to build conference centres.

Conoco

The company operates the only crude-oil refinery in the UK which manufactures petroleum coke. This product has been a major factor in the increase in the value of its exports which have almost trebled in three years. Exports of petroleum coke and other petroleum products have been made to a number of western European countries as well as to South Africa, Brazil, Mexico and north America.

Control Data's magnetic media manufacturing division

This subsidiary of the Control Data Corporation of the United States manufactures magnetic tapes, disc packs and cartridges for use with computers. It exports to many developed countries, including the United States. Over a three-year period, exports have increased more than five-fold and have accounted for some 70 per cent of total sales.

Coronet EM

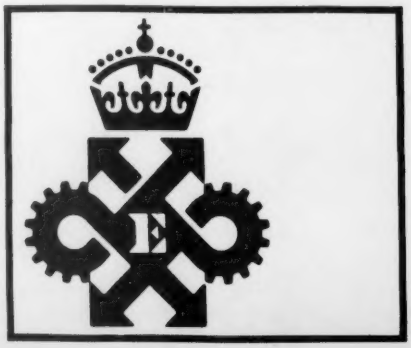
Exports of this small firm have increased four fold over a three-year period and represent over 90 per cent of the total sales by the company. It manufactures pumps, pumping equipment and generating sets, many of which have been designed to meet specific demands in developing countries.

Costain International

This subsidiary of Richard Costain is an international contractor for civil engineering and building construction. It also provides design, procurement, construction, insurance and management services, including the supply of UK goods and services for the civil engineering industry. The principal overseas markets are in the Middle East and overseas earnings have shown a substantial increase in each of the past three years. The firm has won two previous awards in 1971 and 1976.

DJB Engineering

DJB exports to some 30 countries and over a three-year period exports have increased 20-fold and now account for over 90 per cent of total sales. DJB designs and manufactures articulated dump trucks with payloads of 25 and 30 tonnes. It is claimed that the trucks



People wonder whether we're specialists in civil engineering or mining or residential housing or travel or building or property development or dredging or international construction or insurance broking or process engineering or land reclamation or scaffolding systems or site investigation equipment or piling or computer services or concrete products or renovations or steel tubing or geotechnology or stressed concrete design.

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Space Decks Limited are honoured to receive the Queen's Award
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and wish to thank their clients
for their support and help.

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A subsidiary of Beyer Peacock & Co. Ltd.,
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FOR EXPORT ACHIEVEMENT

Our export efforts have been recognised yet again and for the third time the directors and staff of BRADBURY WILKINSON are proud to receive the Queen's Award to industry for export achievement.
As the leading security printers in the UK our export effort is such that it now represents over 80% of turnover.

BRADBURY WILKINSON & CO LTD, New Malden, Surrey. Tel. 01-947 3271. Telex: 27103

Nothing succeeds like success.

For Minet, one success leads to another.

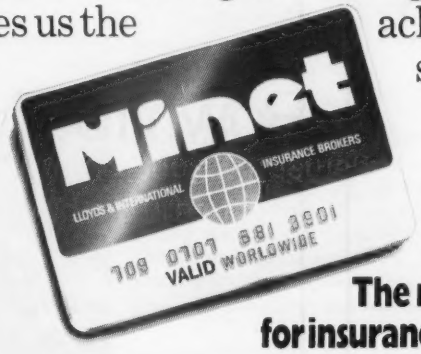
In 1973, we won The Queen's Award, the first Award ever to be made in the field of insurance broking.

This year, we've done it again.

Which makes us the first insurance brokers to receive this coveted Award twice.

Doubling our overseas earnings in the last three years alone is significant in itself.

Being honoured in such a tangible way makes a notable achievement that much more special.



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As specialist interior contractors, capable of assuming total responsibility in any turn-key contract, we are pleased and proud to receive the coveted Queen's award to industry for export achievement. The large number of specialist interiors we have created in hotels and commercial buildings throughout Europe and the Middle East has enabled us to increase the value of export sales by fourteen times over the past three years.

WE HOPE TO KEEP ON WINNING EXPORTS AND AWARDS

EILERS & WHEELER (UK) LIMITED

ARE HONOURED TO RECEIVE THE QUEEN'S AWARD FOR EXPORT ACHIEVEMENT 1978

DAIRY PRODUCE EXPORTERS

**Eilers & Wheeler (U.K.) Limited
Sabian House,
26/27 Cowcross Street,
London EC1M 6DQ**

Telephone 01-253 8624. Telex: 24272

Rowntree Mackintosh
Limited

1978
The Queen's Award for
Export Achievement

The best of British exports

are designed to operate where other trucks could not work economically; they have to meet world-wide standards of durability and reliability.

Davies Turner

This old-established firm of freight forwarders, which specialises in arranging transportation and solving forwarding problems on behalf of Middle East importers who have purchased British goods on an fob basis, has expanded rapidly and the company's sales have increased four-fold in the past three years. A branch office is maintained in Tehran and a Baghdad office will open shortly.

Michael Davis

Michael Davis, a specialist packer and shipper of furniture, reproduction furniture, antiques, fine art, glassware, china and related fragile freight, has increased its exports more than three-fold over the past three years. Export markets are worldwide, the most important market area being north America where a subsidiary company has been established in California. In addition to providing export services the firm purchases goods against firm orders for subsequent export.

Dawson-Keith Electric

Dawson-Keith Electric exports a wide range of diesel-driven generating sets, both for portable use and for fixed installation on a world-wide basis. The company's principal markets are in the Middle East, Africa and South America. Over a three-year period, exports have increased more than four-fold and, in the same period, the firm has raised its exports from some 40 per cent to 80 per cent of total sales. On the day the awards were announced 22 of the company's 320 UK-based staff were abroad on business.

Eilers and Wheeler's exports have increased almost ten-fold in three years.

Thomas De La Rue

Thomas De La Rue is a leading company of security printers which produces banknotes, travel cheques, stamps, passports and other valuable documents, as well as coins, security printing machinery and minting machinery. It acts as an agent for the Royal Mint on coin sales. The company exports to over 110 countries throughout the world. Over a three-year period, exports have nearly trebled and account for over 90 per cent of total sales. The company gained earlier awards for export achievement in 1966, 1971 and 1977.

Dundee Fabrics

Dundee Fabrics, a subsidiary of Courtaulds, exports its corduroy and leisure wear to other European countries, particularly Scandinavia. Over a three-year period, exports have increased nearly 12-fold and now account for over 50 per cent of total sales.

Eilers and Wheeler

Eilers and Wheeler exports natural and special butter, cheese and milk products to Holland, Belgium, France and Germany. The firm is probably unique as an exporter of specialised butter and this overall achievement in exporting dairy products to countries which traditionally supply these products to the UK market is a notable one. Exports which represent some 40 per cent of total sales have increased almost ten-fold in three years.

Elcometer Instruments

Elcometer manufactures mechanical and electronic instruments used in the quality and cost control inspection of surfaces and coatings. It exports to over 40 countries worldwide. Over a three-year period, exports have more than trebled and now account for nearly 80 per cent of total sales.

Electrosonic

The main export markets for Electrosonic's audio-visual systems for use in education, management training and sales promotion are the EEC, north America and Scandinavia, although systems are exported to many other markets. Over a three-year period, exports have nearly trebled and are now approaching 50 per cent of total sales.

Elliott Turbomachinery

The value of Elliott Turbomachinery's exports have increased seven-fold in three years. It manufactures steam turbines, lubrication and sealing systems and compressors for oil, gas and petrochemical industries. Its principal markets are in eastern Europe, the Middle East, Canada, Latin and South America.

EMI Records' international division

EMI's international division is responsible for the international sales and marketing of gramophone records and pre-recorded tapes. It exports to over 200 countries and also earns pressing fees from overseas companies which manufacture the products under licence. Over a three-year period, overseas earnings have doubled.

English China Clays' clay division

The clay division mines, refines and markets china clay and ball clay. The division has consistently exported a substantial proportion of its output and now exports to over 60 countries worldwide. Over a three-year period, exports have increased by some 70 per cent and now represent some 80 per cent of total sales. The division previously gained the award in 1975.

Ever Ready

Ever Ready's exports have nearly doubled over a three-year period and now form 40 per cent of total sales. It exports to Africa, the Americas, the Middle and Far East, and western Europe.

Ewbank and Partners

Ewbank and Partners, consulting mechanical and electrical engineers specialising in the power generation field, have been particularly successful in the Middle East but have also secured important contracts in many other parts of the world. The firm's export earnings have increased almost six-fold over the last three years.

Farrow Irrigation

Farrow, a subsidiary of Tate and Lyle Engineering Ltd, manufactures equipment and complete systems for irrigation and effluent disposal, including services for design, installation and maintenance. The company's products have been exported to 57 countries throughout the world and the value of its exports has increased almost five-fold over the past three years.

Fison's pharmaceutical division

Fison's pharmaceutical division manufactures a wide range of medical, veterinary, dietary and toiletry products, of which medical products make up 80 per cent of exports. Exports, which have almost doubled over a three-year period, go to almost all countries in the world. The division's most notable product is 'Intal', a treatment for asthma, for which the division received the Queen's Award for Technological Achievement in 1971.

Flogates

Flogates exports its sliding gate valves and ancillary equipment for steel-making to markets in Europe and Scandinavia and is developing new markets in Australia and

The best of British exports

India. Over a three-year period, its exports have more than trebled and now form over 40 per cent of total sales. It now sells to 57 steel plants in nine countries.

Forest Thinnings

Exporters of round pulpwood logs and saw logs, Forest Thinnings has achieved a notable success in exporting timber products to Sweden, Norway, France, Germany and Holland. The company exports the maturing UK 1950s and 1960s plantings of hard and soft pulpwood. The value of the company's exports has increased seven-fold over the past three years.

GEC Measurements

GEC Measurements, a subsidiary of the General Electric Company Ltd, exports to all areas of the world and has recently made significant advances in Bahrain, Brazil, Dubai, New Zealand, Poland, Sharja and Venezuela. Over a three-year period, exports have more than doubled; during this time, exports have formed a substantial proportion of the total sales. The company designs and produces measuring instruments and protective devices for use with electrical power systems.

General Instrument Microelectronics

General Instrument Microelectronics regularly exports to the EEC, Scandinavia and the United States. Other markets, including eastern Europe, are being developed. Over a three-year period, exports have increased nearly seven-fold and the firm has raised its exports from some 40 per cent to over 80 per cent of total sales. The firm, a subsidiary of the General Instrument Corporation of the USA, designs and manufactures integrated circuits for use in telecommunications, microprocessors, consumer products and entertainment products.

Glenhill Furnishing

As exporters of office and residential furniture, Glenhill has secured a number of important turnkey contracts. Its principal markets are in Saudi Arabia, Kuwait, Iran, Nigeria and Sudan. The value of the firm's exports has grown seven times over the last three years.

W. R. Grace

A subsidiary of W. R. Grace and Co of the United States, the UK company produces compounds for sealing metal food and drink containers, plastic food wrappings, waterproofing materials for the construction industry, photopolymers for newspaper printing, and sound-deadening material for the motor car industry. It exports on a world-wide basis. Over a three-year period, exports have more than doubled and now account for over 40 per cent of total sales.

Grest Exports

Grest exports electrical contracting materials, automotive parts and accessories and some other goods principally to Nigeria. It has recently opened up new markets in Thailand and Kuwait. The value of the firm's exports has increased over 20 times over the past three years.

A Farrow Dolphin self-propelled irrigation machine watering an oil palm nursery in Nigeria (see page 13).

Gunson's Sortex

Gunson's, a subsidiary of Agricultural Holdings, exports worldwide and has working installations in over 60 countries. Over a three-year period, exports have more than doubled and now account for over 90 per cent of total sales. The firm gained earlier awards for export and technological achievement in 1968 and 1972. The company develops and manufactures electronic separators, sensors, graders and processing plant for use in the food industry; it also produces electronic optical separators for minerals.

William Hare

William Hare fabricates structural steelwork for the gas, oil and petrochemical industries. It exports to eastern Europe, the Middle East, Korea, Japan and the United States. Over a three-year period, exports have nearly trebled and now account for over 60 per cent of total sales.

C. E. Heath

C. E. Heath is one of Lloyd's insurance brokers and underwriting agents and operates worldwide in all classes of insurance and reinsurance. Over a three-year period, it has more than doubled its overseas earnings.

Hestair Dennis

Hestair Dennis exports its fire-fighting, refuse collection, bus chassis and tanker vehicles to Africa, Middle and Far East and the Caribbean. Over a three-year period, exports have more than trebled and now account for over 50 per cent of total sales.

L. B. Holliday

Manufacturers of dyestuffs and related products, L. B. Holliday exports to a large number of countries throughout the world and has doubled the value of its exports over a three-year period. Exports now account for about two-thirds of total sales.

Alexander Howden's aviation insurance division

The aviation division of Alexander Howden Insurance Brokers, a Lloyds broker, has trebled its overseas earnings over the last three years. It specialises in aviation insurance for all categories of aircraft owners and operators ranging from international airlines to private owners; it also covers airports and incidental operations to the aviation industry.

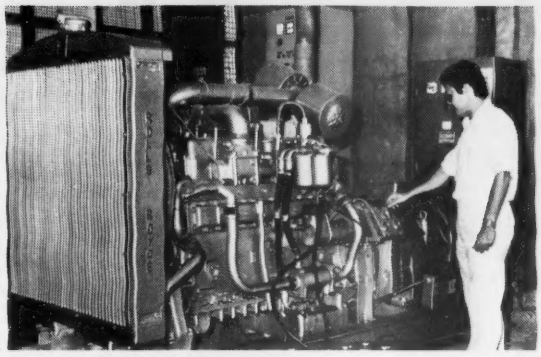
International Aeradio

International Aeradio, a subsidiary of British Airways, provides operational technical services for aviation and telecommunications authorities and also exports engineered communications systems and spares for these services. Overseas earnings have increased more than three-fold during the past three years.

International Aviation Services

Trading as IAS Cargo Airlines this company transports a wide variety of cargo, including livestock. It provides exporters with a regular air-cargo service to Africa, Asia, Australia and the Middle and Far East. Over a three-year period, overseas earnings have nearly quadrupled.

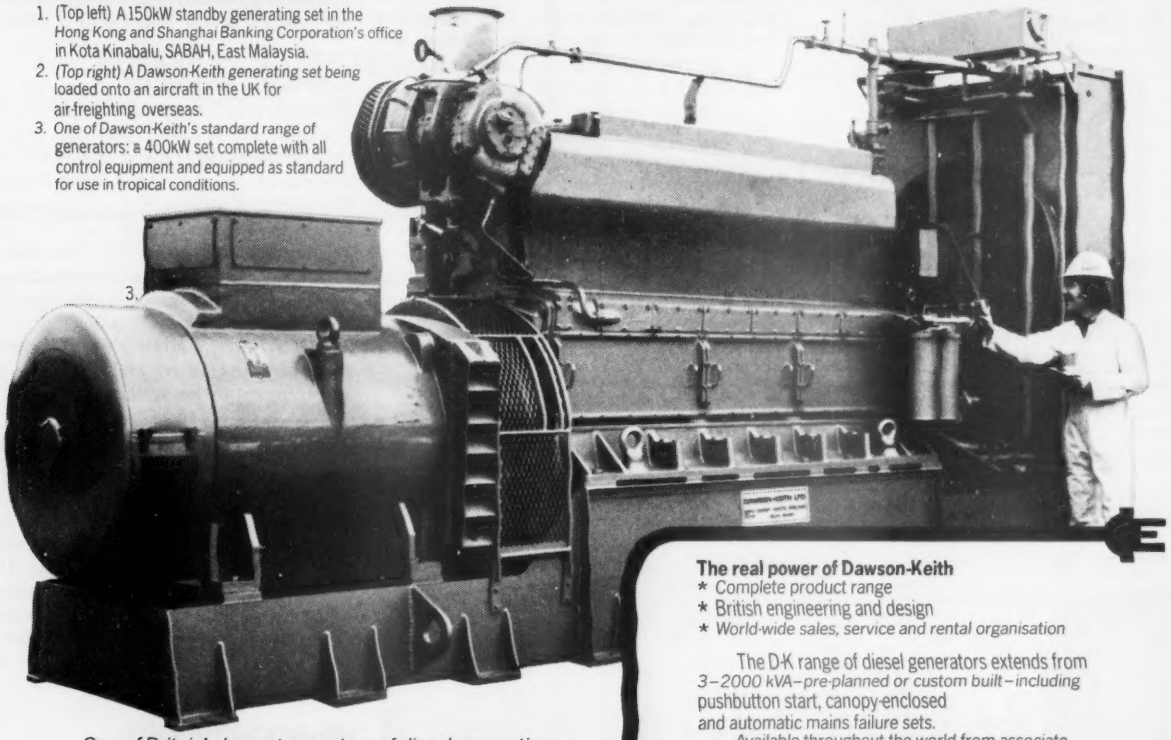
Dawson-Keith power around the world.



1.

2.

1. (Top left) A 150kW standby generating set in the Hong Kong and Shanghai Banking Corporation's office in Kota Kinabalu, SABAH, East Malaysia.
2. (Top right) A Dawson-Keith generating set being loaded onto an aircraft in the UK for air-freighting overseas.
3. One of Dawson-Keith's standard range of generators: a 400kW set complete with all control equipment and equipped as standard for use in tropical conditions.



3.

One of Britain's largest exporters of diesel generating sets, Dawson-Keith has been awarded the Queen's Award for export achievement – a tribute to the company and to its associate companies and distributors, all over the world.

Pre-planned D-K sets are available in many countries, and can also be despatched from the UK – often by air – to all corners of the world, at short notice.

Modular construction makes it possible to offer custom built sets with sophisticated options when commissioned to design and build complete power systems. D-K sets can be supplied as weather-protected, containerised units with sound attenuation.

The real power of Dawson-Keith

* Complete product range
* British engineering and design
* World-wide sales, service and rental organisation

The D-K range of diesel generators extends from 3–2000 kVA – pre-planned or custom built – including pushbutton start, canopy-enclosed and automatic mains failure sets.

Available throughout the world from associate companies and more than 30 distributors. Each one of these provides qualified advice and on the spot service and spares.

If it's rental you want, remember Dawson-Keith is also Europe's largest generator hire company.

Member of the Association of British Generating Set Manufacturers

GENERATORS OF POWER

Engineering that stands by you

Dawson-Keith Limited, Deekay House, North Street, Havant, Hants PO9 1QH, England. Telephones: (Sales) (0705) 474122 (Hire) (0705) 476011. Telex: 86491 Deekay G

The best of British exports

International Generics
International Generics exports, which are largely, but not exclusively, to developing countries, have increased nearly six-fold over a three-year period and now represent some 90 per cent of total sales. The company's principal exports consist of toiletry and pharmaceutical products together with certain agricultural and building construction equipment.

Invicta Plastics
Invicta has masterminded over a five-fold increase in the value of its exports thanks to its 'Master Mind' and other games. It also makes a wide range of plastic products which are exported virtually throughout the world. Exports now account for well over 50 per cent of total turnover.

J. K. Lasers
J. K. Lasers designs and manufactures, to customers' specific requirements, pulsed solid-state laser equipment. It exports to Austria, Belgium, France, Holland, Italy and West Germany. Over a three-year period, exports have increased six-fold and now account for over 60 per cent of total sales.

James Johnston and Co
Producing cashmere, camelhair and lambswool cloth, scarves, stoles and travel rugs, James Johnston exports to some 20 countries, with the most important markets being West Germany, Hong Kong, Italy, Japan and north America. Over a three-year period, its exports have more than trebled and now account for nearly 50 per cent of total sales.

Justerini and Brooks
Justerini and Brooks, Scotch whisky distillers and blenders, winners of two previous awards, have continued to expand their export sales which now represent some 97 per cent of total sales. The firm's main product, 'J & B Rare', is sold in all countries other than those few which prohibit the import of Scotch whisky.

Kangol Wear
Kangol Wear, a subsidiary of the American Safety Equipment Corporation, manufactures men's hats, caps and berets as well as ladies' millinery. It exports to over 20 markets, including four newly established markets. Over a three-year period, exports have more than doubled and now form over 70 per cent of total sales.

Kodak
The principal export markets for Kodak are in western Europe and Nigeria and the value of exports has almost doubled over a three-year period.

Kwikform
Kwikform manufactures a steel scaffolding system, marketed under the name 'Kwikstage', which is used widely in building, construction, maintenance of structures, civil engineering projects, ship construction and oil production platforms. The system is exported to a number of countries in Europe, the Middle and Far East and elsewhere, and is also manufactured under licence in several countries, notably Australia and United States. The value of exports has risen three-and-half times over a three-year period.

Mabey and Johnson
Exports of unit construction bridging equipment, such as Bailey Bridging and Mabey Universal Bridging, to about 30 countries throughout the world have nearly trebled Mabey and Johnson's export earnings and exports account for over 80 per cent of total sales. The firm gained the award for export achievement in 1973.

Magnetic Components
Magnetic Components, a subsidiary of Plantation Holdings Ltd, develops and manufactures magnetic recording heads for the consumer electronics market as well as specialised heads for the data processing market. Its main markets are in France, West Germany, Italy and Spain. Over a three-year period, the firm has increased its exports eight-fold and these now account for nearly 70 per cent of total sales.

Marconi Avionics
Marconi Avionics exports to a large number of countries and is having particular success in the United States. Over a three-year period, exports have nearly trebled and now approach 40 per cent of total sales. Earlier awards were gained in 1968, 1969, 1970, and 1971, and an award for technology in 1975. The company, a subsidiary of the General Electric Company, manufactures advanced avionic systems for aircraft, including head-up displays, weapon aiming systems, automatic flight control systems, airborne radars and radio navigation and communication systems.

Medelec
Medelec designs, develops and manufactures diagnostic electrophysiological instruments and industrial fibre-optic recording instruments. It exports to over 30 countries, with the most important markets being the United States and Japan. Over a three-year period, its exports have more than doubled and continue to account for 80 per cent of total sales. The firm gained an earlier award for export achievement in 1972.

Minet Holdings
Minet Holdings, a Lloyds and international broking house, is active in Africa, Australasia, north and central America, Europe, and the Middle and Far East. Over a three-year period, its overseas earnings have more than doubled. The firm gained an earlier award for export achievement in 1973 (the first awarded to the insurance broking profession).

Ministry of Defence
Hydrographic Department
The Hydrographic Department compiles, produces, prints and distributes a series of navigational and miscellaneous charts and hydrographic publications. These Admiralty charts and publications facilitate the safe passage of shipping in all parts of the world. Sales

Part of the production cycle for Magnetic Components' audio magnetic recording heads.

The Queen's Award for Export Achievement 1978 has been granted to Flogates Limited

The directors and employees wish to express their appreciation to all the customers and suppliers who have helped to make this honour possible

FLOCON

FLOGATES LIMITED

Sandiron House Beauchief Sheffield, S7 2RA

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Telex
54496 & 547126

ALGINATES

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Hydrocolloids for Gelling, Film forming, stabilising and thickening applications in countless industries throughout the world.

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LONDON WC2E 8NB
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TELEX: 23815

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1978

British Rail congratulates its subsidiary company, Transportation Systems and Market Research Limited —TRANSMARK— on being conferred the Queen's Award for Export Achievement 1978. This is in recognition of TRANSMARK'S export earnings, which have increased sixfold in the last three years. TRANSMARK provides consultancy and advisory services on transport problems worldwide, and has worked in over sixty countries since 1970.

TRANSMARK

Transportation Systems and Market Research Ltd.
23 Dorset Sq., London NW1 6QT. Tel: 01-402 5501

Pullman Kellogg wins The Queen's Award for Export Achievement

The Queen's Award for Export Achievement has been given to the Pullman Kellogg Division of Pullman Incorporated in the United Kingdom with offices located in Wembley, London.

The Award acknowledges our success in increasing exports more than sevenfold in three years.

Contracts for the Design, Procurement and Construction of major refinery and petrochemical projects won against strong international competition have resulted in valuable business for UK equipment suppliers.

This achievement reflects client confidence in our proven skills:-

- Technology - Project management - Construction
- Engineering - Procurement - Finance

Pullman Kellogg has operating centres in Houston and Hackensack in the USA, Toronto in Canada, Amsterdam in the Netherlands, as well as the 'award winners' in Wembley.

Pullman Kellogg

The Pullman Kellogg Building,
Stadium Way, Wembley, HA9 0EE.

The best of British exports

of these charts and publications are worldwide and over the last three years the department has more than doubled its direct export sales, which now account for over 50 per cent of total sales.

Royal Ordnance Factories

The Royal Ordnance Factories manufacture munitions, stores and equipment for the armed forces of the Crown and, by arrangement, for Commonwealth and other friendly governments. The organisation is part of the Procurement Executive of the Ministry of Defence. It provides a wide range of defence stores and equipment to high specifications. Over a three-year period, its receipts from export sales have more than doubled and currently exports account for over half its output. The ROF organisation also gained an award in 1976.

A. H. Moody and Son

A. H. Moody and Son builds and repairs yachts and boats. It exports to France, Germany, Greece, Italy and the United States; it is establishing seven new markets. Over a three-year period, exports have increased nearly five-fold and now account for 50 per cent of total sales.

Alan Newman

Principal export markets for Alan Newman's hotel bedroom furniture and soft furnishing, joinery and shopfitting services are in the Middle East and Europe. Export sales have increased in value by 14 times over the past three years.

Ogdens, Otley

Ogdens reconditions and sells used earthmoving and construction equipment to most parts of the world. The value of its exports, which account for over 90 per cent of total sales has increased four-fold in the last three years. The company won a previous award in 1975.

Pacific Steam Navigation

PSN operates liner shipping services to the Caribbean and Latin America and has doubled its turnover in the past three years. All the company's ships are British built and two new vessels will shortly enter service.

Frederick Parker

Manufacturers of civil engineering, mining and construction equipment, Parker Plant exports to over 80 countries, the most important markets being in the Far East, Middle East, Nigeria, South America, Europe and Scandinavia. The value of its exports has almost doubled over a three-year period and represents nearly 80 per cent of total sales.

Petter Power Generation

Petter Power Generation, a Hawker Siddeley Group Ltd company, manufactures diesel generating sets. It exports worldwide, but principally to the Middle and Far East and to Africa. Exports have increased more than four-fold over a three-year period and now account for over 80 per cent of total sales.

Plessey Telecommunications' electronic exchange division

The electronic exchange division of Plessey manufactures electronic exchanges for installation in public telephone networks. These electronic exchanges are specifically designed to meet the needs of the overseas administrations. The division exports to the Middle and Far East, Africa, South America and the USSR. Over a three-year period, exports have increased five-fold and now account for over 50 per cent of total sales.

Portakabin

Portakabin exports portable accommodation units principally constructed of steel and timber for industrial purposes, offices, living accommodation and recreational use. Its principal export markets are in western Europe, the Middle East and west Africa and the value of the firm's exports has increased 17 times over the past three years.

Pullman Inc's Pullman Kellogg division

The Pullman Kellogg division is responsible through two companies in the UK for providing a fully integrated engineering contracting service specialising in the engineering, design, procurement and construction of oil refineries, petrochemical and chemical plants. Its principal markets are in Europe, the Comecon countries, the Middle East, north and central Africa and the Indian sub continent. Over the period of the application its overseas earnings have increased more than seven-fold.

Ratsey and Lapthorn

Sailmakers since the days of sailing ships, and weavers of sailcloth since 1965, Ratsey and Lapthorn exports to Africa, Australasia, Middle and Far East, north America, Scandinavia and western Europe. Over a three-year period, exports have nearly trebled and form nearly 70 per cent of total sales.

Rowntree Mackintosh

A major confectionery manufacturer, Rowntree Mackintosh exports chocolate, sugar, confectionery, biscuits and other food products, as well as some food machinery. It exports to more than 120 countries worldwide and has doubled its exports over a three-year period. The firm previously gained this award in 1972.

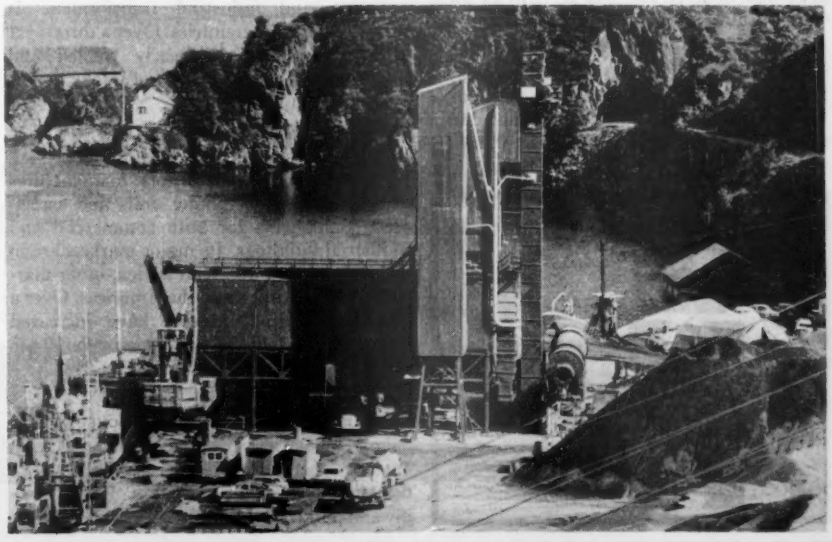
Royal Doulton Tableware

Royal Doulton is the largest UK producer of china, hand-made full-lead crystal and hotelware. It exports two distinct ranges, domesticware and hotelware and has secured markets for these products throughout the world. Notable orders which have been obtained included special items for King Hussein of Jordan's Silver Jubilee. The firm has been a consistent exporter for many years and the value of its exports has increased substantially over the past three years.

Ruston Gas Turbines

A member of the GEC group, this company manufactures industrial gas turbines in the range 1500 brake horse-power to 6000 brake horse-power. These turbines are specifically designed for use by the oil and gas industries. Exports are worldwide, principally to markets which are oil or gas producers. Over a three-year period, exports have nearly trebled and now account for almost all of the total sales. Ruston Gas Turbines Ltd gained the award for export achievement in 1977.

The new Frederick Parker asphalt plant at Rekefjord in Norway.



The best of British exports

SGB Export

SGB Export gains the award for the export of steel scaffolding systems used mainly in the construction industry; it is also used in the shipbuilding and petrochemical industries. The other product exported is concrete formwork. It exports worldwide, but the main markets are in the Near and Middle East, west Africa, Scandinavia and western Europe. Over a three-year period, exports have more than quadrupled.

Serck Audco Valves International's Serck Glocon division

Serck Glocon division exports its automatic process control valves to Africa, Australia, Middle East, western Europe, Scandinavia and the United States. Over a three-year period, exports have trebled and now account for nearly 60 per cent of total sales.

Sheerness Steel

Sheerness Steel exports steel bars and rods for construction and engineering applications to a wide range of markets in Europe and the developing countries. The value of its exports has increased more than five-fold over a three-year period.

Shetland Boats

Shetland Boats exports glass-fibre cabin cruisers to some 17 countries on a wide geographical spread, with particular success in Europe and Scandinavia. Over a three-year period, exports have increased more than four-fold and now account for over 80 per cent of total sales.

Shubette of London

Shubette manufactures women's and children's outerwear. It exports to 29 countries including north America and the Far East. Over a three-year period, its exports have more than doubled and now account for some 60 per cent of total sales.

Simon-Hartley

Simon-Hartley, a subsidiary of Simon Engineering Ltd, designs and manufactures specialised plants for the treatment of sewage and trade effluent. Special requirements are incorporated to suit the specific needs of the territory where the plant is to be installed. Although the main export markets are the Middle and Far East, plant has also been supplied to Canada, Italy and Zambia. Over a three-year period, exports have nearly quadrupled and now account for some 40 per cent of total sales.

Simon-Vicars

This company manufactures bakery and confectionery machinery which it exports to over 70 countries throughout the world. Over 80 per cent of total turnover is exported and the value of exports has almost trebled in a three-year period.

Singer Company's Link-Miles division

Link-Miles manufactures flight simulators for civil and military aircraft, simulators for armoured vehicles, and associated digital computers and colour visual systems. It exports to a wide range of markets, including the United States. Over a three-year period, exports have increased nearly five-fold and now account for over 60 per cent of the division's total sales.

Hugh Smith (Glasgow)

Hugh Smith's exports of heavy machine tools and shipyard plant have increased three-fold over a three-year period, and have been made to some 40 countries throughout the world. Previous export achievements were recognised by awards in 1968 and 1972.

Solent Canners

Solent Canners, a small soft drinks manufacturer, has increased its exports almost ten-fold over a three-year period. This firm exports its products to a number of countries in the Middle East and elsewhere. Its principal brand, 'Vimto', produced under licence, is becoming a leading soft drink in the Middle East against competition from well-known international brands.

South Wales Switchgear

South Wales Switchgear, a subsidiary of the Hawker Siddeley Group, manufactures indoor and outdoor low-voltage switchgear, high-voltage oil and vacuum switchgear, and distribution and industrial transformers. It exports to over 50 countries. Over a three-year period, exports have nearly trebled and account for over 50 per cent of total sales.

Space Decks

Space Decks, a subsidiary of National Chemical Industries of Saudi Arabia, manufactures prefabricated steel roofing units and associated components for both commercial and industrial buildings. Its major markets are in the Middle East and west Africa; other markets include Europe and the Americas. Over a three-year period, exports have increased more than ten-fold and now account for 90 per cent of total sales.

John Taylor and Sons

John Taylor, a leading firm of consulting engineers specialising in feasibility study, design and contract supervision of water supply and public health engineering projects, has undertaken projects in most parts of the world and in particular has had continuous experience in the Middle East over the last 20 years on a number of important and prestigious projects. Its overseas earnings have increased more than six-fold over the past three years.

Transmark

Transportation Systems and Market Research, Transmark, a British Rail subsidiary, provides transport consultancy services mainly for the railway industry, comprising market research feasibility studies, engineering design, supervision of construction, financial and management appraisals, staff training and computer projects. The company operates throughout the world, mainly in the less-developed countries but has also undertaken projects in the United States, Canada and Australia. Its overseas earnings have increased almost six-fold over the past three years.

Tufting Industries

Tufting Industries, a very small firm, exports tufted bedspreads and dressing gowns made by two associated subsidiaries of the Slimma Group Ltd, itself a subsidiary of Tootal Ltd. Exports are to Europe, the Far East, Africa and the Pacific area. Over a three-year period, exports have more than doubled.

UBM Overseas

UBM Overseas exports building materials, including clay pipes, copper tube and fittings, sanitaryware, kitchen fittings, ironmongery, doors, wallboard and windows, and stocks them overseas. Principal markets are in the Middle East and Africa and export sales have increased eight-fold over a three-year period.

White Horse Distillers

A subsidiary of Distillers, White Horse blends and bottles Scotch whisky. It is a consistent exporter and exports to almost every country in the world. Over a three-year period, its exports have almost doubled and have accounted for some 80 per cent, by value, of its output.

Wiggins Teape

The company are manufacturers and converters of commercial and speciality papers which have been exported to some 150 countries throughout the world. Previous export achievements were recognised by awards in 1966 and 1971. The company's present achievement in nearly doubling the value of its exports over a three-year period is particularly noteworthy as it covers a period of very sharp recession in the world paper market.

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EXPORTERS

Self-employed to get free medical care in EEC

Self-employed people resident in the UK who have in the past paid contributions as employees are now entitled to free or reduced-cost urgent medical treatment in other EEC countries, if there as temporary visitors.

This extension of medical treatment cover follows decisions by the National Insurance Commissioner on benefit claims in recent months, involving the application of EEC regulations in their existing form. Certain groups of the non-employed may also be regarded as coming within the scope of the regulations. The commissioner's decisions affect in particular self-employed persons resident in the UK who have paid contributions within the current or preceding tax years, and who have previously been insured in the UK as employees.

Anyone who thinks he or she may fall within this category and who wishes to obtain cover for urgent medical treatment during a visit to another part of the community, should obtain the necessary form of application in leaflet SA28. The leaflet is available from all social security offices, from whom further information can be obtained.

Meanwhile the EEC commission has made proposals to the council of ministers which, if adopted, would extend the advantages of the European community's regulations on social security to all self-employed and certain other persons. The regulations which, at the moment, apply only to people who are or have been working as employees, enable them to transfer social security rights between member states to obtain urgent medical treatment within the EEC. A copy of the proposals has been deposited in parliament.

It has been the government's policy throughout to press for the extension of the EEC regulations to cover all UK citizens. Now that the proposals have formally been put to the council, the main UK effort will be directed towards reaching early agreement on their content. The proposals are currently being considered by a council working group of officials from member states.

Tariff quotas for Cypriot agricultural products

Pending the entry into force of a supplementary protocol to the agreement between the European Economic Community and the Republic of Cyprus, regulation (EEC) 781/78 (*Official Journal of the European Communities* L106, 20 April 1978) provides for the opening of the tariff quotas set out below.

Quota period	tariff heading/ description	Quota amount and rate of duty
1.4.78-15.5.78	**ex 07.01.AII a** New potatoes	5.2% duty within a community quota of 25 000 tonnes, (allocated to community reserve)
16.5.78-30.6.78	**07.01 A.II b** New potatoes	7.3% duty within a community quota of 75 000 tonnes, (allocated to community reserve)
1.4.78-15.5.78	**ex 07.01 G.II** Carrots	6.8% duty within a community quota of 2200 tonnes, (allocated to community reserve)
8.6.78-30.6.78	**ex 08.04 A.I a** Table grapes	7.2% duty within a community quota of 500 tonnes, (allocated to community reserve)
1.4.78-30.6.78	**07.01 S** Sweet peppers	4.5% duty within a community quota of 75 tonnes. UK share 46 tonnes, reserve of 8 tonnes.
1.4.78-30.6.78	**08.04 B.I** Dried grapes in immediate containers of a net capacity of 15 kilograms or less	Duty free within a community quota of 125 tonnes. UK share 75 tonnes, reserve of 15 tonnes.
1.4.78-30.6.78	**ex 22.05 C.I ex a** Wine of fresh grapes, grape must with fermentation arrested by addition of alcohol: of an actual strength not exceeding 13°C in containers holding two litres or less.	A quota of 2250 hl; UK share 1900 hl; reserve 250 hl; Duty within the quota at the following rates: 3 ua/hl
1.4.78-30.6.78	**ex 22.05 C.II ex a** Of an alcholic strength exceeding 13°C but not exceeding 15°C in containers holding two litres or less.	3.5 ua/hl

Inquiries

Inquiries about quantities charged against any of the above quotas should be made to Central Quota Tariff Unit, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

Other general inquiries should be addressed to Department of Trade, General Division, Room 333, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 5491.

EEC-Cyprus trade: new tariff concessions

On 15 September 1977 the EEC signed with Cyprus an additional protocol to the association agreement of 1972. This protocol is now scheduled to enter into force on 1 June 1978. Its main purpose is to extend the first stage of the EEC-Cyprus agreement from 1 July 1977 until the end of 1979 (thereby postponing the full customs union which is due to be effected in the second stage) but there are also some new provisions affecting trade in both directions.

Imports from Cyprus

Most industrial imports from Cyprus – the goods which previously received a 70 per cent tariff reduction – will now have duty-free entry to the EEC; annual tariff quotas will continue to be applied to certain man-made fibres and men's and boys' outer garments, but goods falling within the quotas will be free of duty. The protocol makes no new arrangements for Cypriot agricultural products; these are the subject of a separate protocol, recently negotiated, which is expected to take effect on a later date.

Exports to Cyprus

Most community exports will continue to benefit from a 35 per cent reduction in normal Cypriot customs duties and a new tariff reduction of 20 per cent will be given, from 1 July 1978, to the items which have until now had no concession.

Rules of origin

A new protocol on rules of origin will also enter into force on 1 July 1978, replacing the origin protocol which has applied since the agreement first came into force in 1973. The new origin rules correspond with those now applicable in EEC trade with most other Mediterranean states (eg Israel and Malta): trade with Cyprus will henceforward be covered by customs notices 826, 827 and 828. Paragraph 2 of the red printed insert on notice 828 should be amended by the deletion of references to Cyprus and to public notice 819. (see page 608 of *Trade and Industry*, 17 March 1978).

Documentation

Under the new rules, evidence of origin of goods claiming preference is to be given by means of movement certificates EUR 1 and EUR 2, instead of the forms A.CY 1 and 2 previously used, although these forms may continue to be used until 30 June 1978. Exporters should however note that EUR certificates which have been pre-authenticated specifically for EEC/Efta trade are not appropriate for exports to Cyprus.

The full texts of the additional protocol and the new origin protocol are to be found together in the *Official Journal of the European Communities*, L339 of 28 December 1977.

Inquiries to Department of Trade, (general) Commercial Relations and Exports Division 1, tel. 01-215 3472, (UK tariffs) General Division, tel. 01-215 5542, (Cypriot tariffs) OTAR Export House, tel. 01-248 5757 ext 439, (origin rules) General Division, tel. 01-215 5750; Customs and Excise, tel. 01-626 1515, imports, ext. 2276, exports, ext. 2385.

EEC research contract for gas detection company

Following an extensive research programme undertaken by J. and S. Sieger Ltd into catalyst poisoning of gas detectors on certain North Sea drilling and production platforms, the gas detection instrument company has been awarded an EEC contract, spanning the next three years, for research into improvements to combustible gas detectors for use in the hydrocarbons industries. The contract is worth £250,000.

European electric vehicle association set up

Avere, the European Electric Road Vehicle Association, was formally launched in Brussels on 17 April. The new European association will be fully representative of all electric vehicle interests in the European community, in this way matching the development plans of Japan and the United States with a combined European development programme.

The formal statutes have been signed by Lord Ironside, president of the Electric Vehicle Association, on behalf of the UK. John Woods, chairman of EVA, represented the UK at the ceremony.

Overseas trade news

First UK visit for China's top planning body

For the first time the UK is hosting a visit from China's influential State Planning Commission, the body which determines China's economic development priorities. The delegation, led by Ku Ming, the vice-president in charge of the commission, arrived in the UK on 5 May and is staying for three weeks.

Ku Ming is accompanied by a 20-strong party of vice-ministers, vice-chairmen and senior officials representing the State Planning Commission, the State Capital Construction Commission and a number of Chinese organisations responsible for industrial development and provincial affairs.

The visit, which is at the invitation of Edmund Dell, Secretary of State for Trade, was proposed during the visit to the UK last November by Li Chiang, China's Foreign Trade Minister.

The party's first week was spent in London, where their programme included calls on Mr Dell; Eric Varley, Secretary of State for Industry; Lord Goronwy Roberts, Minister of State for Foreign and Commonwealth Affairs; William Rodgers, Secretary of State for Transport; Edward Bishop, Minister of State at the Ministry of Agriculture, Fisheries and Food and Dr Dickson Mabon, Minister of State at the Department of Energy.

Their second and third weeks are being spent visiting a wide range of British firms and organisations around the country. Their programme reflects Chinese interest in plant technology – including both onshore and offshore oil technology, power generation, mining machinery, machine tools, agricultural machinery, petrochemical manufacturing, gas plant, iron and steel making – and communications – roads, railways, ports and hovercraft. The party will also travel on the high-speed train to Bristol, visit Washington New Town and overfly the Forties Field off the Scottish coast.

Mission seeks to improve UK-Hungary mining trade

To investigate the possible expansion of trade and collaboration with the Hungarian mining sector a mission sponsored by the Association of British Mining Equipment Exporters the National Coal Board and the British Overseas Trade Board visited the country from 16 to 21 April. High-level meetings took place with a number of Hungarian ministries and corporations representing many areas of the mining and foreign trade field. In every case the hosts were led by the director general, managing director or director, as appropriate.

The tour culminated with separate discussions with Dr Laszlo Kapolyi, a deputy minister at the Ministry of Heavy Industry, and Dr Bela Szalai, the State Secretary for Foreign Trade. Means by which trade in the mining sector could be expanded were discussed frankly.

The results of the mission will be reported to the next meeting of the UK-Hungary joint commission to be held in June and a full report of the mission will also be submitted to Abmex which will circulate relevant information to its members.

Ku Ming, vice-president of China's State Planning Commission, with Secretary of State for Trade Edmund Dell.

Exhibitions boost UK pets and furniture

A record number of British manufacturers took part in the fifteenth 'Interzoo' international pet trade exhibition in Wiesbaden from 5 to 7 May. No fewer than 33 firms – compared with 22 at the previous 'Interzoo' two years ago – exhibited in a joint venture supported by the British Overseas Trade Board and arranged in collaboration with the Pet Trade Association.

At the same time, in Copenhagen, a total of 44 British companies took part in a joint venture supported by the British Overseas Trade Board and sponsored by the British Furniture Manufacturers Federated Association at the Scandinavian furniture fair.

British films win at US festival

Britain has won 10 major awards for industrial films at this year's US Industrial Film Festival held in Illinois on 27 April.

Britain had a total entry of 17 films out of 800 entered in the festival by 18 different nations.

Chairman of the Festival Will Anderson said that the films coming from Britain were superb and they were receiving due recognition.

Golden Camera Award

Of the 10 awards, three were the festival's top accolade, the Golden Camera Award. These went to a Ministry of Defence film 'The Sea Can Kill', 'Marie Curie' by Chatsworth Films and British Petroleum's 'Hazchem'.

Six other films took Silver Screen Awards, including British Petroleum and Pelican Films' 'Pipeline Alaska' which took awards in both categories for which it was entered.

Possibility of UK stand at US housewares show

There is a possibility that a British pavilion might be organised at the next national housewares show to be held in Chicago from 15 to 18 January 1979.

To assess the response, the Hardware Manufacturers' Association is asking firms that might be interested in taking space to get in touch.

The housewares show has been so popular that up till now there has been no room for a British stand. Now the organisers have

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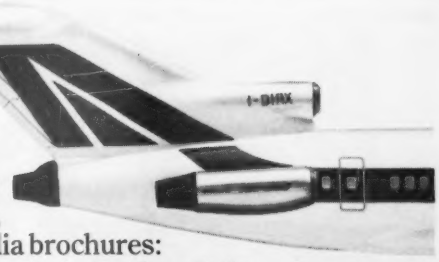

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decided to use a further exhibition hall in addition to the main venue McCormick Place.

Last year's show, the association reports, attracted nearly 20 000 buyers the majority of whom were north American and the products displayed covered the whole range of housewares although there was a particular emphasis on electrical gadgetry.

Firms that may be interested in exhibiting are asked to contact (without commitment) Richard Grier, Hardware Manufacturers' Association, Turret House, Station Road, Amersham, Bucks, HP 0AB, tel, Amersham 02403 21431.

BCI to sponsor stand at Dakar show

Birmingham's Chamber of Industry and Commerce has been invited by the British Overseas Trade Board to sponsor a British stand at the third international trade fair to be held in Dakar, Senegal, from 28 November to 10 December 1978.

The theme for the exhibition is technology, equipment and industrialisation and current developments indicate markets for most manufactured goods and all types of light production equipment, tools and plant for commercial vehicle assembly and shipbuilding, agriculture and irrigation equipment, phosphate and iron ore mining equipment and building products and plant.

The exhibition will be held at the National Exhibition Park in Dakar and is the third in a series of biennial fairs. In 1976, 780 firms representing 52 countries exhibited and there were 800 000 visitors.

Further details are available from Tony Cox, Birmingham Chamber of Industry and Commerce, 44 Calthorpe Road, Birmingham, B15 1TH, tel. 021-455 9600.

The Gambia gets satellite station

The new Cable and Wireless Standard B earth station near Banjul, The Gambia. It is the 25th in which the company has been involved as either owner, partner, manager or consultant. President of The Gambia Sir Dawda Jawara was the guest of honour at the opening ceremony.

ECGD backs loan for S. Korean shipyard

Repayment and funding for a $20.6 million loan which Lloyds Bank International, acting on its own behalf and for Lazard Brothers, has made available to Korea Shipbuilding and Engineering Corporation (KSEC) is being guaranteed by the Export Credits Guarantee Department.

The loan will help finance the $24.2 million contract awarded by KSEC to Herbert Morris of Loughborough, part of the Davy group of companies, for the supply of cranes and other equipment for the shipyard at Okpo Bay, Koje Island, off the south-east coast of Korea.

Papers on S. Korea's development published

At the request of the Korean government, the Korean Development Institute has published a projection of the economy over a 15-year period to 1991 (ie from the start of the current five-year development plan, 1977-81).

The British embassy in Seoul has translated a paper given by the president of the institute which represents a useful summary of the whole plan.

The embassy has also prepared a note on Korea's short-term economic plan, 1978-79, which reflects the latest changes required to meet the objectives set out in the current development plan.

Copies of both these documents are available from Tim Norman, CRE4/2, Department of Trade, Room 316, 1 Victoria Street, London SW1, tel. 01-215 5642/5273.

British industry gains £95m from aid in March

British industry received over £95 million in March from orders arising from aid grants and loans to the developing countries made by the Ministry of Overseas Development and administered by the Crown Agents.

The following were among the largest contracts for goods and services accepted for financing in March, including earlier contracts now accepted for reimbursement from aid funds:

Engineering services for installing cotton ginning machinery for Afghanistan (£96,796) from Platt Saco Lowell, Accrington; steel rings for textile machines in Bangladesh (£64,737) from Eadie Bros and Co Ltd, Paisley, Renfrewshire; irrigation equipment for Bangladesh (£72,577) from Wright Rain Ltd, Ringwood, Hants; tractors for Bangladesh (£64,914) from Massey Ferguson (UK) Ltd, Coventry; pumping plant for Costa Rica (£103,357) from Weir Pumps Ltd, London; abattoir equipment for The Gambia (£133,733) from Balfour Beatty, Croydon, Surrey; newsprint machinery for India (£2,240,280) from Beloit Walmsley, Bury, Lancs; mild steel plates for India (£2,216,669) from the British Steel Corporation, Glasgow; yardage tufting machinery for India (£346,693) from Edgar Pickering Ltd, Blackburn; microwave tv links for India (£121,288) from Microwave Associates Ltd, Dunstable, Beds; diesel generators for Indonesia (£2,524,513) from Ruston Diesels Ltd, Newton-le-Willows, Merseyside; railway tyres for Kenya (£110,800) from the British Steel Corporation, Rotherham; specially adapted Bedford trucks for Pakistan (£111,972) from Vauxhall Motors Ltd, Luton.

UK electrical equipment for Guyana

Under a loan agreement signed in Georgetown, Guyana, Britain is providing £7 million to Guyana for the purchase of capital goods for development purposes. A first charge on the loan will be two 14 MW generators being supplied by GEC Gas Turbines, Leicester. The generators, which are powered by Rolls-Royce Avon engines, are expected to be installed in Georgetown in a matter of weeks. Funds from the loan will also be available for the Demerara River road bridge near Georgetown. The loan, which is for 25 years with a three-year grace period on repayments, carries an interest rate of 6 per cent.

The new loan is additional to the £10 million loan signed in Georgetown in January this year during the visit of Judith Hart, Minister for Overseas Development, for development projects including maintenance of public sector vehicles and machinery, sea defence and irrigation works and water transport. Teams of consultants have already completed studies of the various projects. Orders under the loan for sea defence equipment, spare parts and navigational equipment have already been placed with British firms.

Coventry mission to South Korea

An outward trade mission to South Korea is being organised by the Coventry Chamber of Commerce and Industry from 23 October to 4 November, in conjunction with the British Overseas Trade Board.

Further information is available from Mr Alan Durham, Coventry Chamber of Commerce and Industry, St. Nicholas Street, Coventry CV1 4FD, tel. 0203 51777.

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to our advertisement department, at 13 Great James Street, London WC1, telephone 01-242 9478.

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs
Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover
Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

Mid-East visitors see security equipment

At the international fire security and safety exhibition and conference (Ifssec '78) at Olympia, London, were some of the members of an inward mission of security officials from the Middle East, jointly sponsored by the British Security Industry Association Ltd and the British Overseas Trade Board. The visitors spent a week from 27 April to 6 May in various parts of Britain seeing the production lines and the finished products of firms concerned with all types of security equipment, from locks to fire protection equipment and microwave and electronic systems, as well as visiting the exhibition.

Today, more than ever you need reliable, up-to-the-minute information on Middle East markets

MEED – Middle East Economic Digest – provides a weekly round-up of news, analysis and forecast that is essential to anyone doing business in the Middle East. It deals with every aspect of business, industrial, financial and economic development in all the Arab countries plus Afghanistan, Cyprus, Iran, Turkey and Ethiopia.

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ME1

OSO team attends Houston oil fair

A team of senior officials from the Offshore Supplies Office, led by its Director General Alan Blackshaw, visited the tenth annual offshore technology conference and exhibition at Houston, Texas, which closed yesterday (11 May).

There were 2000 companies representing 16 countries taking part in the exhibition and the British section, with almost 90 companies, was the largest national display apart from that of the Americans.

Service gives access to SEC financial reports

As a result of an agreement between the business information service of the *Financial Times* and the United States-based company, Disclosure Incorporated, British and European businessmen can now have access to all annual and periodic reports that have been filed with the Securities and Exchange Commission in the United States.

More than 100 000 reports are filed annually with the SEC, and as a result of the new contract the business information service can now offer this service within the United Kingdom and Europe.

Information is available in two forms. The exchange list service provides copies of SEC documents arranged by United States Stock Exchange listings and copies of current SEC reports to individual specifications, annotated by companies listed on the New York Stock Exchange, American Stock Exchange or 'Over the Counter'. An automatic updating service is included.

The select list service offers flexibility in meeting an individual's requirements for corporate information available through SEC reports. Reports are available in any combination of companies and report types, across any industrial reference.

Immediate access to all information on an ad hoc basis is also available.

The service is available on annual subscription or ad hoc basis and copies can be provided either on paper or microfiche.

Further details are available from the Business Information Service of the Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY, tel. 01-248 8000.

UK strikes gold at Moscow Olympics

Two British companies have struck gold because they have been chosen to supply equipment for the 1980 Moscow Olympics.

The first contract has gone to Cantabrian, which has been appointed sole suppliers of athletic track and field equipment.

Cantabrian supplied the equipment to Wembley when the Olympics were held there in 1948. However, this will be the first time since then that it has supplied all the track and field equipment.

In particular, the company will be developing further its electronic wind gauge so that it can be both operated remotely and used to link with the main-stadium computer score-board. Cantabrian's Olympic pole vault standard will now be power operated to facilitate further the work of the officials.

The second contract has been awarded to EMI Sound and Vision Equipment, a division of EMI Industrial Electronics Ltd, for the supply of cable television systems. The contract is worth over £500,000.

The Moscow Olympics will be held in 10 separate sports complexes situated in the centre and on the outskirts of Moscow. The equipment to be supplied by EMI will provide cable television systems within these complexes and at the Moscow Television Centre. It will enable sports commentators, Olympic officials and the press in one sports complex to see on television the activities in the other nine sports centres.

The EMI systems will provide monitoring facilities for the 1200 radio and television commentators of all nationalities covering the games. In each sports complex there will be a number of commentary booths; 425 in the largest complex, 33 in the smallest. Each commentary position will be equipped with two television receivers which will have available up to 26 television channels.

These channels will carry 12 off-air programmes plus the locally-originated programmes. The off-air programmes will be selected from any of the channels originating from the sports complexes. Commentators will be able to select the sports event they wish to watch and insert live commentary in their own language for broadcast across the world.

GEC expands Bolivian telecom network

A microwave-radio station at Copacabana, high in the Bolivian Andes where GEC Telecommunications is currently working on a £6.7 million contract to expand and extend the 900 km telecommunications network it has installed for Empresa Nacional de Telecomunicaciones of Bolivia. GEC installation teams are installing equipment in existing stations, ahead of schedule, to provide extra circuits for telex and telephone exchanges now being brought into service.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH: Telephone inquiries should be addressed to the number at the end of the notice.

1680: Certain interim textile quotas exhausted

Further to notices to importers 1649, 1674, 1677 and 1679, Import Licensing Branch has now issued import licences up to the limits authorised under the transitional measures, for the following goods from the countries specified:

Category	Tariff heading	Description of goods	Country
1	55.05	Cotton yarn, not put up for retail sale	Mexico
11	ex 60.02	Knitted or crocheted gloves, mittens and mitts, *other than those impregnated or coated with artificial plastic materials.*	the Philippines

No further import licences will be issued for these goods from the countries shown until such time as the relevant exporting authorities take over administration of their respective quotas.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

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Overseas trade exhibitions

UK energy on show in Brazil

From N. F. Date, British consulate-general, São Paulo

Britain was one of 10 overseas countries taking part in Energy 78, Brazil's first international energy exhibition. The event, held from 10 to 16 April at Anhembi Park, São Paulo's large exhibition and conference centre, had as its theme the exploration, production and distribution of all forms of energy. It ran alongside and concurrently with Brazil's eighth national electrical and electronic exhibition and was opened by Shigeaki Ueki, Minister of Mines and Energy, who spent some time touring the British stands and talking to exhibitors.

Eighteen British companies were represented in a joint venture between the British Overseas Trade Board and CBMPE, the trade association representing suppliers of equipment and services to the petroleum, petrochemical, natural gas and process industries. The British stands were widely admired for their layout, design and visual appeal and attracted many visitors including the Minister of Industry and Commerce, Angelo Calmon de Sá.

Airoil Burner Company (GB), Flare Gas Engineering and Quietflow Engineering, three companies in the Airoil Burner group, exhibited their gas and oil burners, air heaters, gas flare systems, surge arrestors and silencers. Babcock Product Engineering displayed literature describing its combustion and control equipment, boilers, pulverisers and other equipment for the power-generation, metal and mineral-processing industries. British Coal, British Gas and British Steel jointly occupied a large stand, to demonstrate by means of models and graphic displays the expertise which British nationalised industries can provide to overseas countries and companies which are developing their own capabilities.

The UK Atomic Energy Authority and three companies – British Nuclear Fuels, GEC Reactor Equipment and Nuclear Power Company – together showed a wide and diversified range of technology, services and equipment that Britain is able to supply in the nuclear energy field. Cooperweld displayed its multi-operator welding system; Hamblin and Glover (Oilfield Services) showed its precision couplings, casings and tubings; and Rubbaglas exhibited its range of floating roof storage tanks. Examples of Hayward Tyler pumps and turbines for the power and process industries, including a full-size sectional model of a boiler/reactor circulating pump, were displayed on the stand of Stone-Platt Pumps; and Welding Units group showed its forged steel flanges, outlet fittings and other equipment for the petrochemical industry. Widnes Foundry and Engineering Company exhibited examples of its reaction vessels from the firm's range of chemical and petrochemical plant. CBMPE also had an information stand.

Some of the British participants already have agents or business connections in Brazil, but for many Energy 78 provided the opportunity to establish useful contacts and to assess the Brazilian market for their products.

Brazil's Minister of Mines and Energy, Shigeaki Ueki, talks to John Barton of CBMPE at Energy 78. Looking on are (left) Randolph Haynes of Alcantara Machado, the exhibition organisers, and (centre) Dr Manoel da Costa *Santos, president of the Brazilian Electrical and* Electronic Association.

Seventeen companies log £3m orders at paper show

From R. A. Cambridge, British embassy, Stockholm

In spite of current problems facing the paper and pulp industries internationally, potential orders worth nearly £3 million were received by the 17 British companies participating in the joint-venture stand at the fourth and largest international exhibition for the pulp, paper, board, particle board, fibreboard, conversion and sawmill industries (SPCI) held at the Stockholm fair between 4 and 7 April.

This exhibition is now well established. A total of 723 companies were represented by 260 exhibitors whose stands covered a net area of 10 650m². The British joint venture, sponsored by the British Paper Machinery Makers Association (BPMMA) was one of only two national stands at the exhibition; the United States, exhibiting for the first time at this event, was the other.

Members of the joint venture expressed satisfaction at the number and quality of inquiries received during the four days of the exhibition. Over 9000 visitors attended the fair, not only from western Europe, but also from the United States, Latin America and the Far East. To stimulate interest in the joint venture and offer members a more relaxed atmosphere in which to make and renew contacts the association gave a reception at the fair on the opening evening to which many existing and potential customers and agents were invited.

The importance of this exhibition both internationally and for Sweden, where forest products of all kinds make a major contribution to the economy, was reflected in the visit of King Gustav on the second day. King Gustav stopped at the joint-venture stand and was presented to Eric Vines, chargé d'affaires at the British embassy in Stockholm, and David Klemz, chairman of the BPMMA.

Didacta: learning in the Belgian market

From M. W. Hewitt, British embassy, Brussels

For the second time in its history Didacta, the world-famous international educational equipment exhibition, came to the capital of the European community.

Approximately 500 exhibitors from about 31 countries took part in this the sixteenth in the series, held from 10 to 14 April, including official national stands from Australia, German Democratic Republic, Italy, France, Hungary, Poland, Romania and the UK.

The British joint venture was the most important official presence, and certainly the most impressive collective showing of British exporters in Belgium for several years. Seventy-eight companies took part sponsored by the British Overseas Trade Board, the British Educational Equipment Association and the Book Development Council.

Although some exhibitors in both groups were disappointed at the number of visitors, there was general agreement over their high quality. In one particularly important group of potential purchasers were senior officials from the two Belgian ministries of education. Valuable contacts were made and important orders placed.

It is worth mentioning here that Belgian offical purchases of foreign equipment are, as a general rule, made only from companies who are represented locally. British companies who wish to supply official needs should therefore have a Belgian agent. As far as sales of English language teaching books are concerned most of the UK publishers present at Didacta are selling in Belgium either through local publishers or through importers.

Although it is too early to put a definite figure on the volume of business transacted, all the British participants were happy with the results. Griffin and George Ltd was particularly pleased with the interest shown in its range of science teaching equipment and

expects orders to the value of £200,000. Community Playthings, which first entered the Belgian market last year with its sturdy play equipment for kindergarten-age children, reported excellent business.

The officials from both ministries of education showed considerable interest in the precision trimmers of M. Myers and Son Ltd, which found Didacta very rewarding. Several other companies were equally pleased with the results, notably Cochranes of Oxford (science and mathematics teaching aids), Sanderson (Laboratory Systems) Ltd, Invicta Plastics Ltd (teaching aids for mathematics and other subjects) and Rhodes Flamesfast Ltd (metal working equipment). In many cases, orders of at least £20,000 were placed. The publishers reported a steady flow of serious visitors and many useful contacts were made and renewed.

The British Council office in Brussels also took an active part by organising two academic sessions during the study days which took place during the exhibition. British Council lecturers demonstrated teaching aids appropriate to the teaching of English as a foreign language and also described recent changes in the teaching of science at secondary level in British schools. Both sessions were successful although numbers were small.

The next Didacta will be held in Düsseldorf from 27 to 31 March 1979.

UK tv does well in Cannes

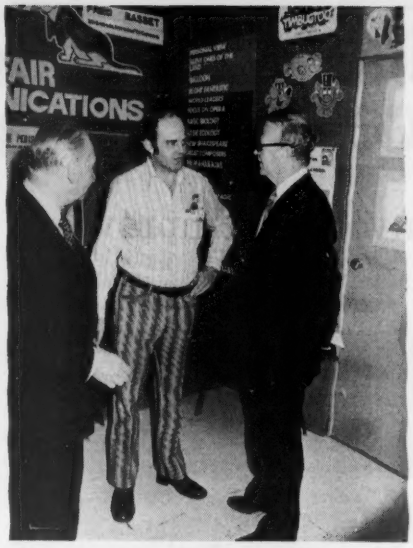
From J. J. Patanchon, British consulate-general, Marseilles

Sponsored by the British Film Producers Association in collaboration with the British Overseas Trade Board, 28 UK tv film producing and distributing companies took part in the fourteenth international television programme market (MIP-TV) held at the Palais des Festivals, Cannes, from 21 to 27 April.

Staged every year on the 'Croisette', the market attracted some 769 companies which took part with or without stands and 2500 trade delegates representing 93 countries. With 99 companies, the UK was the third largest participant; only France and the United States were bigger, with 143 and 103 companies respectively. In terms of stand space taken, Britain was the leading foreign participant.

British television film companies have always done good business in Cannes. Given that participants re-license their product from one MIP-TV to the next, it is difficult to put a figure on results achieved during the market but it is estimated that sales run well above £3 million. Judging by the success stories released by some of the UK participants at this year's event, the British contingent has done substantial business in Cannes.

Among the exhibitors who did well were: the British Broadcasting Corporation which has made a substantial sale covering documentaries and light entertainment programmes to Iran; Chatsworth Film Distributors which sold tv cultural and educational material to south-east Asia, Iran, Spain, Turkey, and Portugal; World Fair Communications of London, which was representing some 20 independent UK producers of children's programmes, and which secured very useful orders from leading export markets; and



Mr C Towle, manager of World Fair Communications with George Finlayson, counsellor (commercial) at the British embassy in Paris (right) on the World Fair stand at MIP-TV, Cannes.

Thames TV International, which came to Cannes with a sales target of 250,000 dollars, and had already secured firm business exceeding 750,000 dollars with two days of the market still to go in many territories around the world including Australia, France, Mexico and Brazil.

This was a further very successful market for the British television industry, whose representatives will be returning in force to the fifteenth event which is to be held from 20 to 26 April 1979.

Business picks up after slow start

From Mr Van Ling, British embassy, The Hague

VAT '78, the fourth international exhibition for the subcontracting industries was held at the Royal Netherlands Industry Fair at Utrecht from 17 to 22 April. There were 296 exhibitors from nine countries. Running concurrently with VAT '78 was the machine-tool exhibition, Techno-beurs.

The British joint venture was the largest foreign participation with 21 British firms displaying their products. The joint venture was sponsored by the Birmingham Chamber of Industry and Commerce which also had a stand, and organised by the British Overseas Trade Board in conjunction with the British embassy in The Hague.

The exhibition got off to a slow start and the number of visitors to both exhibitions was only 37 300. However by the end of the event, most British exhibitors were happy with the contacts they had made.

Technical exhibitions of this sort cannot be judged in terms of orders taken. Firms judge their success and the value of their participation on the quality of inquiries received and the degree of interest shown. On this basis, most British participants were satisfied. Many have been asked to quote against drawings or to give prices and delivery dates for specific components. This should lead to orders but these may take up to a year to materialise.

KGB Engineering, participating in this joint venture for the second time, had a particularly successful show. They took orders valued at £27,000 and in addition had 20 firm inquiries for turned parts.

All in all, despite the comparatively slow state of the Dutch manufacturing industry, the joint venture achieved its aims.

Igedo: a fair without highlights this year

From H. C. Massenbach, British consulate-general, Düsseldorf

Reports from many quarters indicate that British fashion is again in the limelight. Certainly London and its provincial producers would seem to be favourite targets for continental trade buyers who appreciate both British design talent and the industry's very competitive offers.

Evidence of the industry's response to the realisation of its increasing export trade potential, especially to countries within the European community, is both the growing presence of the industry at the European fashion fairs and the efforts of individual firms to intensify export marketing operations.

Against this background, the British fashion industry was represented by the largest-ever contingent of exhibitors seen for many years at the one hundred and seventeenth international fashion fair (Igedo) held in Düsseldorf from 23 to 27 April.

The British exhibit was made up of 34 firms of which 21 were sponsored by the Clothing Export Council and supported under the British Overseas Trade Board's joint-venture scheme.

Among the many well-known names in British fashion were Cojana International, Hershelle and Young Mayfair, Radley Gowns and Quorum, Selincourt Ltd with Frank Usher, Suede and Leathercraft and McDougall, who were able to congratulate their fellow exhibitor, Clan Laird Fashions Scotland Ltd, for having just been granted the Queen's Award for Export Achievement, 1978 (see page 8 of this week's supplement).

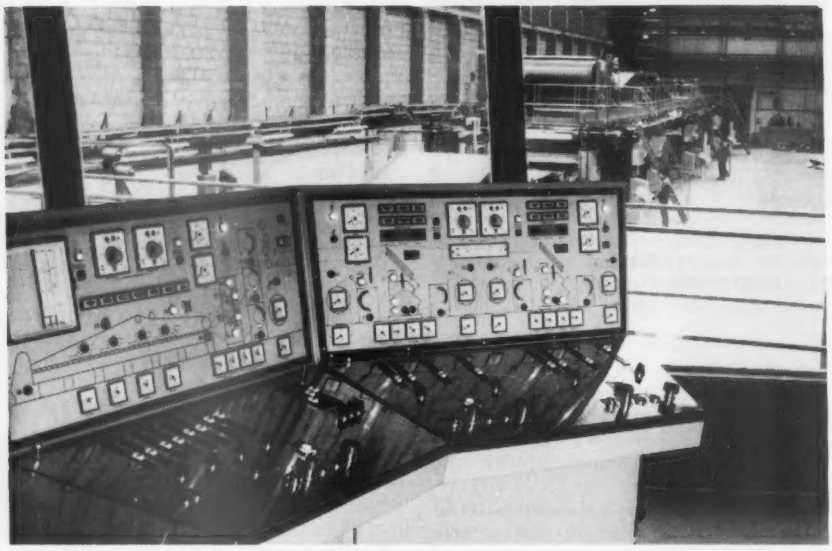
Although Igedo attracted a record number of 1556 exhibitors and 368 foreign exhibitors, the buying activity at the fair was decidedly restrained. It was noticeable that fewer buyers had attended this four-day fair. The official count came to 35 200 which was down by 4 per cent on the April 1977 numbers. It was apparent that more and more trade buyers were still holding back with their winter merchandise buying programmes at a time when trade was rather flat all around.

Understandably, the British exhibitors had hoped for more stimulating buying activity. Most noticeable was the all-round restraint of the German retail trade from which the British and other exhibitors were equally victims. However, buyers from Benelux countries and Scandinavia were present in greater numbers and many of them found what they wanted on the British stands.

All-in-all, it was a fair without highlights. For the British exhibitors, however, their very presence in such increased numbers seems to have generated increased confidence and endeavour among themselves to succeed in the European markets.

Overseas trade export services

Packaging: Bowater invests to improve service for customers



Bowater's corrugator is programmed and controlled from a computer console adjacent to the cut-off knife.

In a move to provide a better service for customers – many of whom buy transit packaging for exports – Bowater Containers has spent £2 million on a new corrugating production line at its factory in Newport, Gwent.

The investment, in a Simon Rengo computer-controlled, continuously-running corrugator linked to a low-line conveyor system, will enable the company to produce a full range of single and double-wall corrugated board containers in B and C flute profiles with less wastage and machine down-time.

The improved efficiency will not only boost productivity (the eventual target is a 40 per cent increase in output at the Newport plant), it will also produce board of a consistently better quality. The continuous running feature of the new corrugator, which the company believes is the most advanced of its kind in the UK, has been designed to prevent wastage through warping or 'cooking' which can occur with speed fluctuations or constant stopping and starting to allow for order changes during the cutting process. The machine operates under the control of an elevated computer-control room, which monitors all stages of production on an illuminated console.

Another feature of the new equipment is its ability to save time and waste in the production of colour-printed containers. Pre-printed liners, in up to six colours, can be fed directly into the corrugator during the board-making process and cut in register.

The investment by Bowater Containers, which is part of Bowater Packaging Ltd, took into account the changing face of industry in south Wales and the west of England. Newport serves an area where packaging consumers – manufacturers of domestic appliances, electronics and confectionery, among others – are becoming an important part of the industrial landscape. And the company expects demand to grow as new industry is attracted to the area.

Further information: circle 622

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

New container route to East Africa

A new container service, initially to Kenya, operating under the name of Walford Container Services, has been opened by the Walford Maritime Group.

The service, says Walford, will be quickly extended to other east and central African countries. The company already operates full container and less-than-container loads services to Malawi.

Further information: circle 623

Cardiff-Brussels air service opened

In conjunction with Air Wales, the Development Corporation for Wales has opened a scheduled Cardiff-Brussels air service.

The inaugural flight on 2 May used Air Wales' newly-acquired 20-seat Embraer Bandeirante turbo-prop aircraft as a prelude to the twice-daily, Monday-to-Friday, scheduled service between the two capital cities.

Further information: circle 624

Contship adds new ME destinations

Dubai, Doha and Kuwait have now been added to the destinations served by Contship Gulf UK for less-than-container-load cargo. Regular service for groupage consignments is provided on a fortnightly frequency, extending the company's successfully developed full and less-than-container-load services to these areas and other points throughout the Middle East, India, Morocco and Spain.

Further information: circle 625

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البتجارة العربية الأنكليزية

Overseas trade country data

Australia

Carpets. A notice in *Trade and Industry* 29 July 1977 reported that the Australian government had referred the question of the long-term assistance needs of the local carpet manufacturing industry to the Industries Assistance Commission (IAC) for inquiry and report. The IAC is now in a position to proceed with the public hearings and it has announced that one will be held in Melbourne on 22 May and one in Sydney on 29 May.

UK firms or trade associations intending to submit evidence at the public hearings should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra ACT 2600, Australia without delay. Evidence may be submitted either through an accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 1027/77

Brassières. A notice in *Trade and Industry* 10 March reported a change in tariff, whereby import duty on brassières, under CCCN no. 61.09.190 would be amended to 25 per cent and $1 each from and including 1 July 1978.

Following receipt of representations from local manufacturers of brassières to the effect that any reduction in the above quota duty would seriously erode the effectiveness of the tariff quotas, the Australian government asked the Industries Assistance Commission (IAC) for advice on the appropriate level of duty for 'above quota' imports.

It is expected that the government's decision on the IAC's advice will be made known shortly.

Inquiries: CRE 01-215 5319.

Ref: CRE 671/77

Razors, razor blades and razor blade blanks. A notice in *Trade and Industry* dated 23 December 1977 reported that a reference had been made to the Industries Assistance Commission on razors, razor blades and razor blade blanks. (tariff heading 82.11). The commission recently submitted its report to the Australian government who have decided to accept the Industries Assistance Commission's recommendations. All razors, razor blades and razor blade blanks, will continue to enter free of duty. Imports of double-edged safety razor blades will be restricted for a two-year period. For the first year, imports will be restricted to 16 million and individual importers quota allocations will be based on the 12 month period ended 31 December 1977.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Products of printing industry. A notice in *Trade and Industry*, 11 November, reported the dates of the public hearings into the question as to whether assistance should continue to be accorded the products of the Australian printing industry.

The Industries Assistance Commission (IAC) has now issued a draft of its report which is being made available to give interested parties an opportunity to examine and comment on it before final recommendations are made to the government. The IAC will hold a further public hearing on 17 May to receive submissions on the draft.

Meanwhile, the government has announced that the existing book bounty will be extended at the current rate and conditions until 31 December 1979.

Inquiries: CRE 01-215 5319.

Ref: CRE 868/77

Austria

Foodstuffs. The Austrian authorities have introduced new legislation in pursuance of the 1975 Foodstuffs Law, BGB1 no. 86.

1 Order 429 of 6 July 1977 concerns the addition to foodstuffs of substances with a preserving effect. (Published 19 August 1977).

2 Order 555 of 31 October 1977 concerns the addition to foodstuffs of substances with an antioxidising effect. (Published 25 November 1977).

Inquiries: OTAR 01-248 5757 ext. 459.

Belgium

Foodstuffs. The *Moniteur Belge*, 74 of 15 April 1978 published a decree dated 6 March 1978 concerning preserved milk destined for human consumption.

Copies of this decree (in French) are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Canada

Budget changes. In the budget of 10 April 1978, the Canadian Minister of Finance announced the following changes:

Sales tax. To encourage consumer spending and to counteract inflationary pressures, he proposed that the provincial governments should reduce their retail sales tax for six months in return for compensation by the federal government of some or all of the tax concession, depending upon the financial position of the province. Alberta with no sales tax would not be affected. In the Atlantic provinces a full 3 per cent reduction would be borne by the federal government, while the remaining provinces (except Quebec) have accepted a 2 per cent reimbursement conditional upon their bearing the cost of either a further percentage point reduction, or an extension of the 2 per cent cut for a further three months.

Other tax changes. Increased tax allowances were introduced for research and development costs, railway investments and improved incentives for non-conventional oil production to reduce Canada's dependence on imported oils.

Tariff changes. The British perference was withdrawn with immediate effect from the following items originating in the UK and Eire:

Tariff item	Description	New rate %
2300-1	Preparations of cocoa or chocolate	15
14100-1	Sugar, candy and confectionery	20
42701-1	Articulated folding boom-type cranes for mounting on trucks	15
42815-1	Diesel and semi-diesel engines of a class or kind made in Canada and parts thereof	15
44533-1	Radio and television apparatus and parts thereof, for use in community antenna television transmission lines	15
44540-1	Audio frequency electric amplifiers and parts thereof for use in community antenna television transmission lines	15
56805-1	Knitted garments, knitted fabrics and knitted goods	27½

[There is provision for the governor in council to remit the duty on goods under this heading which are not available in Canada, and it is in the public interest.]

New rates were announced for:

		British preferential tariff	MFN tariff	General tariff
85002-1	2, 4 Dicholorophenoxyacetic acid, 2 methyl-4 chlorophenoxyacetic acid and their esters and amine salts	10	15	25
93811-3	As for item 85002-1 when in packages exceeding 3 pounds each gross weight	10	15	25
61810-1	Duty free entry is excluded for tyres for non-agricultural tractors			

Most of the temporary tariff reductions

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

introduced in 1973 and scheduled to expire on 30 June 1978 are extended to 30 June 1979. There is a reserve power to withdraw any reduced rates that adversely affect employment or production. Exceptions are canned and frozen asparagus, frozen brussels sprouts, glass tableware, surface active agents or synthetic detergents.

The temporary rate on canned meats (805-1, 810-1, 825-1) is replaced by new rates of 15 per cent for British preferential tariff and MFN tariffs and 35 per cent for the general tariff.

The temporary duty-free provisions covering aircraft and aircraft engines of types and sizes not made in Canada (42816-1, 44043-1) are continued for another year.

The British preferential and MFN tariffs on parts of electric light fixtures and appliances (45503-1) which would otherwise be classified under tariff item 44500-1, but not including electric cords, plugs, sockets, switches, connectors, high intensity discharge ballasts, are reduced to 15 per cent.

Free entry is proposed for markers used in the aerial spraying of crops (93811) and catgut (68705-1).

The finance minister also stated 'I have received a number of inquiries about implementation of the tariff board's proposals for changes in the tariffs on fruits and vegetables. We have notified our trading partners that we intend to renegotiate certain Gatt commitments which currently prevent us from increasing existing rates of duty on products covered by the board's report. The government will try to conclude these negotiations as soon as possible and then introduce legislation to provide for a new schedule of rates for fresh and processed fruits and vegetables.'

All tariff changes took effect on 11 April 1978.

Inquiries: OTAR 01-248 5757 ext. 455/456/457.

Chile

Import duty amendment. Ministry of Finance decree 255 published in the *Diario Oficial* on 19 April 1978 reduced the rate of duty for tariff 87.02.03.00 ambulances, prison vans and hearses to 10 per cent.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Colombia

Import licensing. Resolution 018 of 14 February 1978 has added the following products to the previous import licence list:

Tariff no	Commodity
39.02.05.11	Suspension pvc
39.02.05.99	Other pvc

Inquiries: OTAR 01-248 5757 ext. 474/476.

Duty amendments. Colombian government decree 0363 of 27 February 1978 has amended the duty on the following items (previous rates shown in brackets):

Tariff no	Commodity	Ad val
84.50.90.01	Parts for welding, brazing and cutting appliances	55% (25%)
91.04.01.00	Alarm clocks	75% (30%)
91.04.89.99	Table, standing and wall clocks only	75% (30%)

Inquiries: OTAR 01-248 5757 ext. 474/476.

Finland

Equalisation payments on seeds. The Finnish Ministry of Agriculture and Forestry has decided that the following equalisation payments will be paid on certain seeds under CCN 12.03 which are imported for sale in the period up to 14 September 1978:

		mk/kg
	Seed of forage legumes:	
12.03.120	seed of alsike clover	1.60
12.03.130	seed of red clover	1.15
	seed of forage grasses:	
12.03.210	seed of grass	
	bent grass	2.25
	others	free
12.03.220	seed of cocksfoot	1.15
12.03.230	seed of fescue:	1.15
	meadow fescue	1.15
	red fescue	2.25
	others	free
12.03.240	seed of timothy:	
	common timothy	1.15
	wild timothy	free
12.03.290	others:	
	perennial rye grass	1.60
	others	free

Inquiries: OTAR 01-248-5757 ext. 460.

France

VAT on cinematographic items. A decree published in the *Official Journal* of 6 April 1978 announced that with effect from 1 May 1978 the following cinematographic items would become liable to VAT at the standard rate of 17.6 per cent:

Cinematographic films known as negatives, counterparts, internegatives, positive or reversible for printing, of a width of 16 mm or more;
Cinematographic cameras for films of 16 mm or more suitable for cartridges of 60 m or more of film;
Cinematographic projectors or viewing apparatus for films of 16 mm or more;
Perforated film with a magnetic strip for sound of 16 mm or more.

Copies of the French text of this decree are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Indonesia

Adhesive tapes, transparency films and copying machine-components. The Indonesian Minister of Finance has announced, retroactive from 26 November 1977, 50 per cent exemption from import duty and sales tax on the import of raw or auxiliary materials for adhesive tapes, transparency film and copying machine components. The exemption will only be granted to the manufacturers of copying machines and supplies, overhead projectors, adhesive coatings, electrical connectors and insulating materials, traffic and commercial sign companies that have obtained a recommendation from the Department of Industry.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import duty changes pharmaceutical glassware. The Indonesian Minister of Finance has announced, with effect from 28 March 1978, that there will no longer be an exemption of import duty and sales tax on the import of pharmacy ampoules (CCCN no. 70.17.10), so that the import duty is 10 per cent and the sales tax 10 per cent; on blood transfusion bottles (CCCN no. 70.17.50), so that the import duty is 20 per cent and sales tax 10 per cent; on rubber stoppers and aluminium caps for the above (CCCN nos. 40.14.90 and 83.13.90), so that the import duty is 50 per cent and sales tax 10 per cent. There will be an entire exemption of import duty and sales tax on the import of borosilicate glass tubes (CCCN no. 70.03.10), so that the import duty is nil and the sales tax nil.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Iraq

Industrial property. Since the notice published last October on the law to preserve the purity of the Arabic language – no. 64, 1977, further information has been received.

The revolutionary command council has extended for a further six months the deadline within which applications for the registration of trade marks in accordance with this law must be submitted. The new deadline is 16 August 1978.

A copy of an unofficial translation of law no. 64, 1977, together with the guidelines issued by the director-general of industrial research and control in Iraq, is available for public inspection in the Chancery House Annex of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY.

Japan

New tariff schedule. An English translation of the 1978 Japanese tariff has been received. The new tariff confirms the import duty changes which came into effect on 4 March 1978 and the liberalisation measures which were confirmed in *Trade and Industry* 21 April 1978.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Care labelling and washing instructions of textile products. *Trade and Industry* notice of 8 October 1976 reported that the Japanese Ministry of International Trade and Industry was issuing a notification to make Japan industrial standard L 0217 compulsory. The effective date has been confirmed as 1 July 1978. A revised handout containing the requirements for care labelling of textile products (including outer garments, rugs and blankets) is available on request.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Tariff quotas. The tariff quotas for the first half of fiscal year 1978 (1 April to 30 September) have been announced. Quantities up to the ceilings shown qualify for a lower rate of duty; when the ceiling has been reached, the rate of duty currently applicable is levied:

CCCN no	Description	Quota (to 30.9.78)
04.04	Natural cheese	10 900 tons
10.04	Oats	30 000 tons
10.05	Maize for corn starch	702 200 tons
	Maize for corn flakes, popcorn and ethyl alcohol	61 600 tons
	For other types	128 800 tons
11.07	Peat-smoked malt	51 400 tons
	Other types of malt	221 900 tons
12.07	Pyrethrum	400 tons
22.08 } 22.09 }	Primarily-distilled alcohol for liquor	62 500 kilolitres
23.01	Pulverised fish and fish meal	100 000 tons
26.01	Manganese ore	770 000 tons
26.01	Tungsten ore	1 940 tons
27.10	Fuel oil, class A and primarily refined crude oil for agricultural, forestry and fishery uses	1.3 million kilolitres
	Other types of fuel oil	3 million kilolitres
33.01	Steam-distilled mint oil	150 tons
76.01	Aluminium (unwrought)	201 000 tons

The annual quota (to 3 March 1979) for live meat cattle (CCCN 01.01) is 6000 head. Inquirers should specify the item(s) with CCCN numbers in which they are interested.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Republic of (South) Korea

Import liberalisation. The government of the Republic of Korea has recently announced liberalisation measures, but at the same time has introduced compensatory measures such as a tariff quota system and additional duties and taxes, affecting certain imported industrial goods and agricultural products.

As from 1 May 1978 the following goods are automatic approval items (ie an import licence can be issued automatically by a Korean bank when the importer applies for the relevant letter of credit).

1 **Raw materials**
Raw wool, logs, coffee beans, cocoa beans (including cocoa paste, cocoa flour and cocoa butter), soft drink concentrate, benzene, crude benzene, crude toluene, mixed xylene, crude mixed xylene, acid caolin, rock wool.

2 **Semi-finished products**
2.1 Chemicals
Leather (except cattle leather), industrial perfume, ' lake pigment, ' urea resin, ' phenol resin, ' alkyd resin, isoprene rubber (IR), rubber accelerator (M and DM and their compound), ' sodium sulphite, ' silicic aluminium, industrial ammonium sulphate, stearate, other colouring substances, red lead and litharge, active carbon powder, potassic antirusting agent.
2.2 Fibre products
' Wool yarn, grey cotton fabrics, grey nylon taffeta, ' wastes of man-made fibre, PVA staple fibre, spun yarn for fishing nets.
2.3 Steel and metal products
' Pig iron, billets, pressure vessels, steel drums and boxes (except cans), steel pins and needles, handles and fittings made of base metals.

3 **Machinery, apparatus and parts**
3.1 Agricultural machinery
' Seeders, ' rice planting machines, ' tillers, ' grain threshing machines, ' ensilage mowers, combines, ' grain dryers, spades, shovels and other hand implements.
3.2 Transporting equipment
' Trucks (over 8 tons), forklifts (over 10 tons)
3.3 Other machinery and tools
Miner's lanterns and flash-lights, ' photo developing equipment, electric motors for vessels, transformers, electric wires of special specifications, springs, ' gravity meter and thermometer, pasturisers, palletisers, speed meter and its parts, food processing machines, envelope making machines, coal briquet manufacturing machines, connecting apparatus of special specifications, power distribution panels and fuses for special use, permanent magnets.

4 **Finished consumer goods**
4.1 General consumer goods
Sodium glutamate, laundry soap, ' synthetic resin products (except OPP film, PVC sheet, PE film), rubber tyres (except radial tyres), rubber hose and belts, footwear (except leather shoes) and parts, ' glass sheets, ' safety glass, ' glass mirror, ' other glass products (such as tableware), ' ceramic sanitary fixtures.
4.2 Durable goods
' electric refrigerator (except those with a capacity of more than 300 litres), ' electric fan, ' black-white TV sets (except small-sized ones), musical instruments such as piano, organ and accordion and their parts.

5 **Foodstuffs**
' Bread, ' ramyon (instant noodles), ' pie, ' soup, ' fruit syrup, ' other sugar items (except glucose), ' prepared sugar products, ' macaroni and noodles, ' wafer, lard oil.

' This item is placed under import surveillance.

General measures, details of which have yet to be announced, include the reduction of import duty levied on key raw materials and machine parts, and the liberalisation of more items over the next few years.

No further information is available but when the Korean government issue specific details of either liberalisation or tariff changes another notice will be published.

Malta

Import licensing. The Malta *Government Gazette* of 14 April 1978 carried legal notice 46 of 1978, which had the immediate effect of:

1 Adding the following items to the list of goods requiring an import licence:
Completed embroideries by hand in gold, silver, silk or cotton.
Machine embroideries in silk or cotton yarns.
The following textiles in the piece and manufacturers thereof –
Checks – printed or dyed.
Dusters and floor cloths.
Fabric of cotton or cotton polyster blends – bleached, printed or dyed.
Gingham – printed or dyed.
Pocketing material made partly or wholly of cotton.
Kitchen /household cloths.
Knitted piece goods made of synthetic fibres.
Pillow cases.
Shirting – drill/twills – bleached, printed or dyed.
Soft toys made of fabric.
2 Deleting the following items from the list of goods requiring an import licence –
Bleached cotton sheeting.
Glass cloths.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Development plan 1973–1980 supplement. A copy of the supplement has been received in Export Services Division. It reviews progress made at approximately the half way stage of the 1973–80 plan. The supplement also highlights new opportunities for development in the manufacturing, shipping and maintenance and repair sectors. It is available for inspection at the Statistics and Market Intelligence Library, Room D16, Export House, 50 Ludgate Hill, London EC4M 7HU. After a period of two weeks copies of the supplement will be available for loan in microfiche format only. Applications will be dealt with in strict order of receipt.

Inquiries: SMIL 01-248 5757 ext. 368/369/999.

New Zealand

Metrication – retail trading. Further to the notice in *Trade and Industry*, 17 February 1978, the New Zealand government has now issued the Metrication (Retail Trading) Regulations 1978 which came into force on 1 April 1978.

On that date it became a general requirement to use metric weights and measures in retail sales by weight or measure. This general requirement is subject to the following exceptions:

1 Goods packed for sale by retail before 1 April 1978 may continue to be sold.
2 Sales of secondhand goods are not affected.
3 Goods may continue to be packed for sale by retail, and sold by retail, by units other than metric units, in those cases where:
3.1 Both the packing and the sale take place after 31 March 1978 and before 1 October 1978; and
3.2 The packing does not take place in the presence of the purchaser.

4 Goods may continue to be packed for sale by retail, and sold by retail, by units other than metric units, after 31 March 1978 and before 1 October 1978, in those cases where the goods are of a kind in respect of which standard package sizes are at present specified.

On 1 October 1978 paragraphs 3 and 4 above will cease to have effect. Also from that date lists of certain goods may be sold by retail only in standard packages.

These goods and the standard packages are as follows.

Article	Permissible net weights and measures
Butter	250 g or 500 g
Chocolate powder	100 g, 250 g, 500 g, or multiples of 500 g
Cocoa and cocoa powder	100 g, 250 g, 500 g, or multiples of 500 g
Coffee (including instant coffee, soluble coffee, coffee beans, ground coffee, and mixtures of coffee and chicory)	50 g, 100 g, 200 g, 250 g, 300 g, 500 g, or multiples of 500 g
Dairy spreads	250 g or 500 g
Golden syrup and treacle	500 g or multiples of 500 g
Haricot beans	250 g, 500 g, or multiples of 500 g
Honey (other than honey in the comb)	250 g, 500 g, 900 g, 2 kg, or multiples of 1 kg which are greater than 2 kg
Lentils	250 g, 500 g, or multiples of 500 g
Lima beans	250 g, 500 g, or multiples of 500 g
Margarine	250 g or 500 g
Milk (fresh) and cream (fresh)	150 ml, 300 ml, or 600 ml
Mustard	50 g, 100 g, 200 g, 300 g, 400 g, 1 kg, or 2 kg
Pastas	250 g, 500 g, or multiples of 500 g
Peanuts, raw whole	250 g, 500 g, or multiples of 500 g
Pepper	25 g, 50 g, 75 g, 100 g, 200 g, or 400 g
Rice in bags	250 g, 500 g, or multiples of 500 g
Sago	250 g, 500 g, or multiples of 500 g
Salt in bags	250 g, 500 g, or multiples of 500 g
Soup mix cereals (other than powders)	250 g, 500 g, or multiples of 500 g
Split peas	250 g, 500 g, or multiples of 500 g
Sugar (including icing sugar, raw sugar, castor sugar, brown sugar, granulated sugar, and loaf sugar)	250 g, 500 g, or multiples of 500 g
Tapioca	250 g, 500 g, or multiples of 500 g
Tea (other than tea in teabags)	50 g, 100 g, 250 g, 500 g, or multiples of 500 g
Nails, including clout nails, staples, brads, panel pins, and gimp pins	50 g, 100 g, 150 g, 200 g, 250 g, 500 g, or multiples of 500 g
Paints, varnishes, lacquers, and stains	50 ml, 100 ml, 125 ml, 250 ml, 500 ml, 1 litre, 2 litres, 4 litres, 10 litres, or any multiple of 5 litres which is greater than 10 litres
Tobacco	25 g, 50 g, 75 g, 100 g, 200 g, 250 g, 500 g, 750 g, 1 kg, or any multiple of 500 g
Turpentine	500 ml, 1 litre, 2 litres, 4 litres, 10 litres, or any multiple of 5 litres which is greater than 10 litres

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Food and drug regulations. The New Zealand government has issued the Food and Drug Regulations 1973, amendment no. 3, the main part of which came into effect on 10 March 1978. (Certain regulations not coming into effect until 10 September 1978). United Kingdom exporters can obtain copies of these regulations, on loan, from OTAR.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Norway

Import duty amendment. The Norwegian authorities have amended the rate of import duty on cakes falling under CCCN 19.08 containing egg/egg products.

The new rate is as follows:

	Import duty for goods of UK origin		
	Basic duty	Additional duty	Total duty
ex 19.08 – cakes containing egg/egg products	nil	+ 1.65 =	Kr. 1.65 per kg net weight

Inquiries: OTAR 01-248 5757 ext. 458/461.

Seychelles

First national development plan 1977–81. A copy of the above plan has been received in Export Services Division. It is available for inspection at the Statistics and Market Intelligence Library Room D16, Export House, 50 Ludgate Hill, London EC4M 7HU. After a period of two weeks copies will be available for loan: applications will be dealt with in strict order of receipt.

Inquiries: SMIL 01-248 5757 ext. 368/369.

Singapore

Molasses. The Singapore government has issued the customs duties (amendment) order 1978 which came into operation on 1 April 1978 whereby tariff items CCCN 17.03 and CCCN 36.06 are amended to read as follows.

CCCN code		Description	Unit of quantity	Duty: full and preferential	Excise
Revision of duty					
17.03		Molasses			
	100	Treacle	t	$50.00 per tonne	Nil
	200	Flavoured or coloured molasses	kg	$50.00 per 100 kg	Nil
	900	Other	t	$50.00 per tonne	Nil
36.06		Matches (excluding Bengal matches): in containers holding:			
	110	more than 75 matches	10 000 sticks	Nil	1 cent per 100 sticks
	120	not more than 75 but more than 50 matches	10 000 sticks	Nil	1 cent per 100 sticks
	130	not more than 50 but more than 20 matches	10 000 sticks	Nil	1 cent per 100 sticks
	140	not more than 20 but more than 10 matches	10 000 sticks	Nil	1 cent per 100 sticks
	150	not more than 10 matches	10 000 sticks	Nil	1 cent per 100 sticks
	200	Advertising matches	10 000 sticks	Nil	1 cent per 100 sticks

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 28 April 1978.

R.861 CCCN. 29.02 and 30.03. The effect of this amendment is that the rate of duty on halothane is increased.

GENERAL REBATES

R.860 Item: 460.06. CCCN. 29.02 and 30.03. Provision is made for a partial rebate of duty on Halothane in such quantities and at such times as the Secretary for Industries may allow by specific permit.

REBATES AND REFUNDS OF EXCISE DUTY

R.859 Item: 609.04.30. The extent of rebate of excise duty on certain wine spirits matured in wood by storage in a customs and excise warehouse, is amended to the extent indicated:

	Extent of rebate	Extent of refund
1 For a period of 3 years or more	9613 c per 100 litres of absolute alcohol	—
2 For a period of 2 years, provided such spirits was distilled prior to 1 January 1976, for blending with wine spirits which has been matured for a period of 10 years subject to such conditions as the secretary may impose	8492 c per 100 litres of absolute alcohol	—

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tariff application. Customs tariff application list 13/78, published in the South African *Government Gazette* of 5 May 1978 contains an application to the Board of Trade and Industries for increase in duty on sheath contraceptives, classifiable under tariff subheading 40.12.10.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Inquiries: CRE 01-215 5274.

Spain

Capital goods – extensions, amended descriptions and deletions. The Spanish *State Gazette* of 8 February 1978 announced the following extensions, amended descriptions and deletions to the capital goods list of the Spanish import tariff, imported at a concessional rate of 5 per cent import duty subject to the importer making application to the Spanish Ministry of Commerce. It should be noted that the home compensation tax is calculated on the full import duty applicable and not on the concessional rate.

Tariff no.	Description	Valid until
84.21 A3	Automatic machines for varnishing the interior of compressible metal containers	7.2.1980
84.22 X	Fire ladders, hyraulically powered, for heights exceeding 30 m	7.2.1980
84.45 C5 84.59 E	Fly cutters for simultaneous milling of the surfaces and edges of continuous cast strip, with or without a suction swarf-removal system	7.2.1980
84.45 C6	Automatic milling machines for grinding flats on the shafts of cutting tools (broaches, reamers etc.)	7.2.1980
84.45 C6	Bridge grinding machines with electro-hydraulic copying head for grinding concave and convex surfaces longer than 8 m with a camber of less than 12 microns per meter	7.2.1980
84.45 C3	Cam presses with twin connecting rods and pneumatic ejection systems, for the extrusion and forging of engine valves	7.2.1980
84.45 C16	Automatic machines for tapping, grooving or boring and drilling the shoulder and end and grinding the base of metal tubes for compressible containers	7.2.1980
84.47 C	Sanding machines with opposed endless belts, for working to size and polishing wood panels	7.2.1980
84.59 K	Automatic machines for varnishing or lacquering the exterior of tubular compressible containers of metal	7.2.1980
84.59 K	Automatic machines for fitting additional stoppers or tops on tubular compressible containers of metal	7.2.1980
84.59 K	Vertical presses for the manufacture of pieces of rubber by injection, with head consisting of an extrusion screw and an independent injector cylinder	7.2.1980
84.59 K	Combined boilers and extruders for the manufacture of animal feedstuffs or texturised protein	7.2.1980
84.59 K	Extruders for the manufacture of tubular polyethylene film, having a perforated-thread screw and a head for the simultaneous internal and external cooling of the bubble and with a collector device providing control of bubble size and a rotary drawing device	7.2.1980
84.59 K	Continuous mixing and kneading machines having two parallel screws with modular and interchangeable threads and discs	7.2.1980
84.35 C4	Rotary offset machines with a printing area exceeding 90 × 130 cm	15.5.1979
84.45 C14	Horizontal hydraulic machines for expanding and calibrating the ends of tubes of a diameter greater than 1500 mm	30.11.1978
90.20 A2	Tomographical X-ray equipment with treatment, visual display and data-recording and read-out units and cooling system	14.11.1979
84.09	Self-propelled tamping machines fitted with vibrating rollers, with at least 4 independent tamping wheels and weighing at least 16 tonnes	12.12.1979
84.09	Self-propelled tamping machines with at least 9 independent pneumatic wheels measuring 11″ × 20″ or with at least 7 independent pneumatic wheels measuring 13″ × 24″ or more	12.12.1979
84.23 B	Graders, motor-levellers, self-propelled scrapers and scrapers designed to be towed, with built-in motor-driven continuous loading systems, scarifers and pile-drivers	15.11.1979
84.33 A4 84.59 K	Automatic machines for cutting and grading paper according to size, of an effective width of 1200 mm, with shaftless unwinding devices, longitudinal cutting devices and transversal cutting devices, operating synchronously, and sheet grading and stacking devices	12.12.1979
84.35 A C2 C3a C4	Printing machines (flat, aniline, letterpress and dry or wet offset) for the continuous printing of forms, with a printing width of less than 58 cm and with at least provision for making the drive holes in the forms, for longitudinal dotting and for zig-zag folding or for reeling	18.1.1979
84.45 C6	Machines specially designed to grind 2 opposed and parallel flat surfaces simultaneously by means of 2 forward-travelling horizontal grinding wheels, fitted with automatic feed system	12.12.1979
84.45 C6	Special gear teeth grinding machines	18.1.1980
84.45 C6	Special automatic machines for sharpening the front edges of helicoidal bits	18.1.1980
84.45 C6	Machines for emery-grinding billets and other blanks, with pnuematic wheel-pressure adjustment, weighing more than 5000 kg inclusive of loading or suction systems	12.12.1979
84.45 C10	Machines for preshaping wheel-rims by the compression of segments and machines for imparting a circular profile to wheel-rims, of a height exceeding 10 000 kg	12.12.1979
84.45 C16	Automatic or semi-automatic machines for the manufacture, from wire, of contacts on the springs or spring strips of telephone selectors or relays, performing at least the following operations: positioning, cutting out, riveting, soldering and shaping	17.3.1980

Tariff no.	Description	Valid until
84.59 K	Machines for the continuous mixing and kneading of plastic materials, with an oscillating endless screw of segmented volute shape turning in a casing with a longitudinal opening, with or without an extruder connected to the outlet	12.12.1978
84.59 K	Automatic vulcanisation presses for moulding tyre cases and inner tubes	29.1.1979
88.02 C	Aircraft for use in agriculture	18.1.1980
90.17 A	Unitary or modular equipment for the simultaneous measurement and indication of different physiological parameters, with one or more recording and visual display systems	17.3.1980
90.28 C6	Unitary or modular equipment for the simultaneous reception and indication of different physical or chemical measurements with or without one or more recording and visual display systems	17.3.1980
84.23 A	Tracked mechanical shovels with hydraulically powered scoop, powered by engines exceeding an effective power of 100 metric hp, and wheeled mechanical shovels powered by engines exceeding an effective power of 200 metric hp, cable scoop excavators powered by engines exceeding an effective power of 150 metric hp, tracked hydraulic scoop excavator powered by engines exceeding an effective power of 240 metric hp and of a weight exceeding 40 tonnes, and wheeled excavators powered by engines of an effective power exceeding 170 metric hp and of a weight exceeding 25 tonnes; excavators and trench digging machines other than scoop types (with buckets fitted on endless chains, rotating wheels, etc)	15.11.1979
87.03 C	Earth-boring equipment mounted on special vehicles with 2 or more differentials and fitted with at least 3 hydraulic support and stabilisation systems, of a weight, when in running order, exceeding 30 000 kg	12.12.1979
87.07 A2	Special trucks for charging scrap iron or minerals into foundry furnaces, with horizontal arm	21.8.1979
	Amended description (with immediate effect)	
84.43 D 84.59 K 85.19 E	Machinery for moulding aluminium under low pressure, controlled by air injection in the feed crucible, with hydraulic systems and control units	21.9.1979
87.03 D	Rotary snowploughs mounted on a chassis exclusively designed to support it, powered and propelled by a single thermal engine	19.1.1980
	Deletion	
90.28 C6	Machines with built-in electronic measuring devices for tension and/or torsion and/or bending tests, developing a force of 25 000 kg or more	

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Suspension of import duty on raw cocoa beans. The Spanish *State Gazette* of 15 April published royal decree 726/1978 of the Ministry of Commerce and Tourism, extending for three months the suspension of import duty to be paid on raw cocoa beans, tariff no. 1801A.

The renewed exemption period runs from 21 March to 20 June 1978. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Anti-hail rockets. Customs policy council resolution, 3137, published in the *Diario Oficial* of 7 April, exempted anti-hail rockets, under tariff number 36.05.99.00, from import duty.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty increase on triacetin. Customs policy council resolution, 3142, published in the *Diario Oficial* of 14 April, increased the duty on triacetin, under tariff heading 29.14.03.21 'ex', from 20 per cent to 50 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Natural phosphates concessions. Customs policy council resolution, 3146, has made further alterations to the concessions granted under resolution 3067 affecting natural phosphates etc, under tariff heading 25.10.01.00.

Resolution, 3146, published in the *Diario Oficial* of 14 April, altered the proportion of domestically produced goods to imported goods from 125 per cent to 65 per cent.

Resolution, 3146, also granted a further concession of a duty free quota of 200 000 tonnes of natural calcium phosphate, under tariff heading 25.10.01.01, having a minimum content of 29 per cent of P_2O_5, this being a minimum of 11 per cent of P_2O_5 soluble in citric acid at 2 per cent in a ratio of 1:100 at 200 mesh, for use solely in agriculture. The quota must be cleared through customs before 31 December 1978. Cacex will establish criteria for the distribution of the quota.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Switzerland

Import of cereals. The Swiss federal council has decreed:

1 The ordinance of 6 February 1974 (RS 916.112.211) concerning the sale and the importation of maize seeds, barley and spring oats, is modified as follows:
Article 3. Charges and tax for replacement.
At the beginning of the importation period the federal department of the public economy will fix the prices against the production of maize seeds, barley and spring oats produced in the country, the taxes to be charged, as well as the amount of the replacement tax. The quantity to be taken up should correspond to at the most, for barley and spring oats, of two parts of indigenous goods for one part of imported goods and, for maize, of twenty-five parts of indigenous goods for one part of imported goods. The replacement tax applied to imports should not exceed 40 francs per 100 kg of seed.
2 The present amendment enters into force on the 25 January 1978.

Inquiries: OTAR 01-248 5757 ext. 459.

Thailand

Asean trade agreements. The Thai government have issued Ministry of Finance notice C6/1977, (AS.1) which came into effect on 1 January 1978 whereby import duty is reduced on those products, in the table, from the Asean countries. The Asean (Association of South East Asian Nations) countries are Singapore, Indonesia, Malaysia, Thailand and Philippines. Products to be imported under the preferential tariff should be accompanied by a certificate of origin.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Heading no.	Classification	Rate of duty: Being reduced to percentage of the rate being levied
07.01	Vegetables, fresh or chilled	70
07.06	Manioc, arrowroot, sweet potatoes and other similar roots and tuber with hig starch or inulin content, fresh or dried, whole or sliced, including sago pith	70
09.04	Particularly for fresh chilli and dried some not powdered	90
09.08	Particularly for unpowdered nutmeg	90
15.13	Particularly for margarine	85
27.13	Particularly for paraffin wax	90
38.11	Particularly for cannec insecticides with pressurised dispenser, (aerosol) and pesticides	90
44.04	Wood, roughly squared or half-squared, but not further manufactured	70
44.05	Wood sawn lengthwise, sliced or pecled, of a thickness exceeding 5 mm, but not further prepared, exclusive of the timbers of pine tree, teak, yang, tabek, yomhom, pradu, payong, makhlua, maiphud, ching chan, or ket daeng, song saluang, kiam kanong, krabak, red wood, taboon, teng and rang, choompraek, chan, krathon, ta-sua, kapong, kan luang, kewa, mangtan, aromatic tree (including nutmeg and kritsana), ta kian, makha, rubber and saya trees	90
59.04	Ropes, twine, cordage, plaited or not, particularly those made of manila hemp	80
78.02	Particularly for lead (wrought) bar or rod used for welding	90
84.62	Particularly for ball-bearing on gun	80

Food regulations. The Thai government have issued Ministry of Public Health Notice 42 (BE 2520), regarding the classification of foods packed in sealed containers as controlled food, their qualities or standards and labels, which will come into effect on 15 July 1978. Copies of these regulations are available.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Tariff amendments – oil. The Thai government have issued customs tariff royal decree (34) BE 2521 which came into force on 8 March 1978 whereby tariff item CCCN 27-10a is amended to read as follows:

Customs tariff item CCCN	Description	Rate of import duty: Ad valorem (%)	specific: Unit	specific: per unit (Baht)
27.10	a. Benzine and similar oils for engines	—	litre	1.83

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Imports of speciality steels under quota. Imports in pounds weight for the remaining product with quota still open as at 21 April 1978.

Plates of stainless steel	(item 923.21)	6 530 138

Compatible figures below are for the quotas which re-opened and filled on 12 April 1978.

Sheets and strip	(item 923.20)	33 600 000
Wire rods	(item 923.23)	16 084 000

Inquiries: CRE 01-215 5629.

Motor vehicle pollution: California. The *Federal Register* dated 13 April 1978, published a notice by the Environmental Protection Agency to grant California a waiver of federal pre-emption to adopt and enforce the California exhaust emission standards applicable to 1981 and subsequent model year vehicles. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,401	10,528	1,830	1,929	£ million		
1971	101.8	32 675	9 682	1 988	1 922	92	−148	52	18	1 074	279	795
1972	104.2	34 542	9 797	1 721	2 035	34	−145	48	15	126	−701	827
1973	110.4	36 062	10 253	1 730	2 377	1,321	597	102	379	−983	−2 354	1 471
1974	109.5	35 361	10 287	1 964	2 300	596	634	81	−109	−3 515	−5 195	1 680
1975	107.2	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 614	−3 205	1 591
1976	109.7	35 406	9 444	1 633	1 900	97	[illegible]	23	9	−1 107	−3 510	2 403
1977	110.6	35 133	9 072	1 761	2 072	423	219	103	17	−35	−1 612	1 577
1976 2nd qtr.	109.2	8 793	2 346	400	468	−12	−66	−20	−45	−345	−909	564
3rd qtr.	109.5	8 879	2 377	414	488	5	−2	14	16	−377	−1 097	720
4th qtr.	111.1	8 928	2 343	422	496	105	73	3	5	−338	−961	623
1977 1st qtr.	110.0	8 758	2 260	418	502	233	125	51	102	−505	−947	442
2nd qtr.	110.7	8 644	2 293	433	508	228	164	39	−5	−364	−764	400
3rd qtr.	110.9	8 831	2 265	456	530	−31	−31	5	−44	483	54	429
4th qtr.	110.8	8 900	2 254	455	533	−7	−40	7	−36	351	45	306
1978 1st qtr.		9 015 pe								−218	−518	300 e
% change last 2 qtrs. on prev. 2 qtrs.	+0.5	+2.5	−0.7	+7.1	+5.2							
on a year earlier	+0.5	+1·3	−4.3	+9.0	+8.0							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
				monthly averages						mid-month count		mid-month count		
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	84.5	92.4
1973	110.1	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	100.0	100.0
1976	101.3	103.1	106.5	104.7	157.1	16.5	299.0	219.6	263.3	1 269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.5	103.7	103.6	107.1	182.0	15.8	340.1	261.7	288.6	1 378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.2	105.2	103.3	104	174.1	16.5	341.5	248.0	280.2	1 329.5	5.6	..	115.7	109.1
2nd qtr.	102.0	103.0	102.5	103	181.9	17.4	347.7	259.2	285.2	1 340.6	5.6	157.7	118.0	109.8
3rd qtr.	102.7	103.7	104.3	112	184.7	16.5	340.5	267.7	288.4	1 414.6	5.9	151.9	124.1	106.4
4th qtr.	102.0	102.9	104.4	110	187.4	13.1	330.6	272.1	300.4	1 427.8	6.0	160.1	117.9	102.6
1978 1st qtr.			106.3	129	190.6	9.5	326.7	278.9		1 409.4	5.9	187.7	121.1	114.0
1977 May	103.3	104.8	103.2	108	181.7	17.1	348.3	259.8	286.2	1 323.8	5.5	159.4	116.0	109.6
June	100.3	100.6	102.1	95	183.6	17.7	345.2	262.4	286.2	1 364.3	5.7	158.1	121.9	114.5
July	102.8	104.3	104.8	113	183.8	17.6	344.5	265.8	286.5	1 398.5	5.9	155.2	123.1	110.4
Aug.	102.7	103.3	104.7	116	184.7	16.5	338.8	268.1	288.7	1 410.3	5.9	153.4	123.4	101.3
Sept.	102.6	103.5	103.5	107	185.7	15.6	338.1	269.2	290.1	1 434.9	6.0	147.2	125.9	107.5
Oct.	101.7	102.7	102.7	116	186.5	14.1	333.8	271.0	294.6	1 431.5	6.0	156.0	119.4	101.3
Nov.	101.6	102.2	103.1	108	187.4	13.0	329.9	272.0	300.1	1 429.6	6.0	159.4	115.3	98.4
Dec.	102.5	103.7	106.9	104	188.4	12.1	328.0	273.3	306.6	1 422.3	6.0	165.0	118.9	108.1
1978 Jan.	103.0	103.2	104.9	125	189.5	9.9	324.9	277.1	306.5	1 419.2	5.9	180.3	112.6	114.4
Feb.	103.8 p	103.8 p	106.8	120	190.6	9.5	324.2	279.2	310.6 p	1 409.0	5.9	187.0	128.7	110.7
Mar.			107.0	142	191.8	9.1	330.9 p	280.5 p		1 400.0	5.9	195.8	121.9 p	117.0 p
Apr.							337.2 p	282.6 p		1 387.1 p	5.8	203.6 p		
% change latest 3 months on prev. 3 months	+1.1	+0.7	+1.8	+18.0	+1.7		+1.0	+2.4	+4.4	−1.8			+2½	+11
on a year earlier	−	−1.2	+2.9	+24.0	+9.5		−4.3	+11.7	+10.8	+5.1			+4½	+4½

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Foreign arrivals in the United Kingdom

Arrivals in January 1978

During January 1978 the number of arrivals of foreign nationals entering the United Kingdom was 433 000, according to figures released by the Department of Trade and the British Tourist Authority. This figure represents a decrease of 2 per cent over the same month of 1977.

These figures include all nationals of the EEC countries except the Irish Republic, and all other foreign nationals, but Commonwealth citizens are excluded. The figures are based on Home Office returns of passengers entering the United Kingdom. (For categories included in the figures see notes 1 and 2 at the end of the article.)

Arrivals of nationals of EEC countries in January were 212 000 5 per cent below the figure for January 1977. The largest decreases were of Belgium/Luxembourg nationals (down 15 per cent), nationals of France (down 10 per cent) and those of the Netherlands (down 7 per cent). The numbers of arrivals of nationals of each of the other EEC countries, showed a reduction, except those of Italy which showed an increase of 10 per cent.

The number of nationals of countries of the rest of western Europe arriving in the United Kingdom during January was 77 000 compared with 84 000 for January 1977, a decrease of 9 per cent. The largest decreases were of nationals of Turkey (down 31 per cent), Sweden (down 18 per cent) and Austria (down 11 per cent). Only nationals of Yugoslavia and Finland showed appreciable increases of 14 per cent and 13 per cent respectively.

The number of United States nationals arriving in the United Kingdom during January increased by 9 per cent to 74 000 compared with 68 000 for the equivalent month of 1977.

The number of nationals of other foreign countries arriving in the United Kingdom during January increased by 7 per cent, compared with January 1977, to 70 000.

Arrivals of nationals of Japan in January showed a decrease for the first time in 10 months, with a fall of 7 per cent compared with January 1977.

Arrivals in December and the year 1977

During December 1977 the number of arrivals of foreign nationals entering the United Kingdom was 512 000, which represents a decrease of 8 per cent over the same month of 1976. In spite of this however, total arrivals of all foreign nationals for the year 1977 nevertheless showed an overall increase of 17 per cent from 8 418 000 in 1976 to 9 856 000.

Arrivals of nationals of EEC countries in December were 266 000, 13 per cent below the figure for December 1976, although that month had a particularly large number of arrivals. The largest decreases were of Belgium/Luxembourg nationals (down 24 per cent), nationals of the Netherlands (down 17 per cent) and those of France (down 16 per cent). The number of arrivals of nationals of each of the other EEC countries showed a reduction except for those of Italy which showed an increase of 15 per cent. Arrivals of nationals of EEC countries for the year as a whole increased by 16 per cent to 5 258 000 from 4 548 000 in 1976.

The number of nationals of countries of the rest of western Europe arriving in the United Kingdom during December was 90 000 compared with 107 000 for December 1976, a decrease of 16 per cent. The largest decreases were of nationals of Austria (down 28 per cent), Norway (down 26 per cent) and Sweden (down 26 per cent). Only nationals of Yugoslavia and Greece showed increases of 17 per cent and 14 per cent respectively. Arrivals for the year 1977 of nationals of countries of the rest of western Europe however showed an increase of 18 per cent over 1976, with a rise from 1 351 000 in 1976 to 1 592 000.

Arrivals of nationals of the United States in December increased by 11 per cent to 83 000 compared with 75 000 for the equivalent month in 1976. There was also an increase of 19 per cent in the number of United States nationals arriving in the year, from 1 449 000 in 1976 to 1 725 000.

The number of nationals of other foreign countries arriving in the United Kingdom during December increased by 4 per cent, compared with December 1976, to 74 000. The increase for the year as a whole was 20 per cent with a rise in figures from 1 071 000 in 1976 to 1 282 000.

The increase in the number of Japanese nationals arriving in the United Kingdom continued with a rise of 5 per cent in December compared with 1976. The increase for the year as a whole was 15 per cent with an increase from 170 000 in 1976 to 196 000.

Notes

The figures, collected by the Home Office, record the number of journeys made, so that a person who makes more than one journey is counted on each occasion. The figures for any particular country relate not to the place from which the passenger travelled, but to the fact that he or she was a foreign national admitted on the basis of holding a passport of that country.

Figures for the nationals of non-EEC countries include stateless persons, while an estimated addition has been made to the Home Office figures for the appreciable number of United States passengers arriving via the Irish Republic. No further additions have been made for any other arrivals from the Republic. All figures for non-EEC arrivals relate to visitors given leave to enter for less than 12 months, ie holidaymakers, business visitors, people coming to stay as guests of relatives or friends, other tourists, and those coming for permit-free employment for less than 12 months, and also include passengers given leave to enter for any period for the purpose of taking up a course of study. These categories comprise approximately 90 per cent of all arrivals. For EEC countries, all arrivals are shown, irrespective of the passengers' purpose of visit or expected length of stay. This follows the entry of the United Kingdom into the EEC, since when citizens of community countries are generally admitted to the United Kingdom without having to state their purpose of visit or expected length of stay.

Seasonally adjusted figures: simple comparisons of monthly figures between one year and

Foreign arrivals

Thousands per month

	Total arrivals of nationals of EEC countries (excluding Irish Republic) (1)		Foreign arrivals from non-EEC countries (2)							
			Nationals of rest of western Europe (non-EEC)		Nationals of United States		Nationals of other foreign countries		Total nationals of non-EEC countries	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
1973	265		70		131		62		263	
1974	280		75		107		68		250	
1975	314		87		99		80		267	
1976	379		113		121		89		322	
1977	438		133		144		107		383	
1977	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
January	224	423	84	144	68	142	66	100	217	385
February	260	499	89	146	56	138	61	103	206	387
March	355	423	113	139	85	136	85	106	283	381
April	495	456	149	141	123	144	79	103	352	388
May	490	447	125	141	181	152	94	107	400	400
June	489	439	157	131	231	154	128	112	516	397
July	927	457	270	135	245	141	202	111	717	387
August	669	433	155	125	212	141	181	110	548	376
September	410	419	128	121	196	134	135	105	459	360
October	395	438	131	128	158	163	99	106	387	399
November	278	430	101	123	87	136	79	114	266	373
December	266	394	90	118	83	144	74	105	246	367
1978										
January	212	402	77	131	74	152	70	106	221	389
Jan-Dec 1976	4 548		1 351		1 449		1 071		3 871	
Jan-Dec 1977	5 258		1 592		1 725		1 282		4 598	

[1] Total arrivals: All nationals of EEC countries admitted to the UK irrespective of intended length of stay or purpose excluding Irish Republic. [2] Foreign arrivals (non-EEC): Nationals of countries other than EEC or the Commonwealth admitted for less than one year for selected purposes – see notes. UA = Unadjusted Home Office. SA = Seasonally adjusted Department of Trade.

another, or between adjacent months, must be interpreted with caution. The seasonally adjusted figures may provide a better basis for comparison with other months or for judging current trends. In estimating the seasonal adjustments, allowance has been made for changes in the seasonal patterns which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on numbers of western European arrivals. The seasonally adjusted series are liable to revision when subsequent figures become available and should therefore, for the most recent months, be viewed with caution.

Inquiries: 01-212 5555.

Reserves fall: big repayments

UK official reserves fell by $3,282 million (£1,797 million) during April, following an early repayment to the International Monetary fund of $943 million (£516 million), and further early repayments of public sector foreign currency loans amounting to $300 million (£164 million). During the month, accruals of foreign currency borrowing by the public sector under the exchange cover scheme amounted to $76 million (£42 million). At the end of April, the reserves stood at $17,038 million (£9,327 million).

Retail sales in March

Volume

The final seasonally adjusted index of the volume of retail sales in March is 107.0 (1971 = 100), rather higher than the provisional estimate of 106.

While there have been erratic monthly movements, trade in the first quarter was 2 per cent higher than in the fourth quarter of last year and 2½ per cent higher than the average for 1977. This continues the recovery in the quarterly figures which began in the third quarter of 1977. All of the main components of trade have had a share in the recovery.

For the main components of total trade, the volume of sales by durable goods shops in the first quarter was 3 per cent higher than in the fourth quarter of last year. Sales by clothing and footwear shops and by 'other non-food' shops, which include department stores and mail-order businesses, both rose by 2 per cent. Sales by food shops rose by 1 per cent between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in March was 15 per cent higher than in March 1977. In the first quarter, the average value of sales was 13 per cent higher than in the corresponding period of 1977.

Notes

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month-to-month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked [1] which are of five weeks. The March 1978 sales period was the five weeks from 26 February 1978 to 1 April 1978. The corresponding period in 1977 was the five weeks from 27 February 1977 to 2 April 1977.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The article giving the provisional estimate of the seasonally adjusted index of the volume of retail sales for April and the increase in the value of sales compared with a year earlier will be published later this month.

Inquiries: 01-215 3705

Table 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16,296)	Food shops (6,866)	Non-food shops Total (9,430)	Clothing and footwear shops (2,436)	Durable goods shops (1,897)	Other non-food shops [2] (5,097)
1971	100.0	100.0	100.0	100	100	100
1972	105.3	101.6	107.9	104	113	108
1973	110.3	101.6	116.6	108	127	117
1974	109.0	102.4	113.8	106	122	115
1975	106.7	100.0	111.5	106	119	111
1976	106.5	98.7	112.1	106	122	111
1977	103.6	94.8	110.0	105	119	109
1976						
1st qtr	105.9	99.5	110.6	105	117	111
2nd	106.9	99.6	112.1	106	122	111
3rd	107.3	99.1	113.2	106	125	112
4th	105.9	96.6	112.6	105	124	112
1977						
1st qtr	103.3	94.9	109.3	105	116	109
2nd	102.5	94.7	108.2	101	118	108
3rd	104.3	94.4	111.5	107	121	110
4th	104.4	95.3	111.1	109	121	109
1978						
1st qtr	106.3	96.6	113.3	110	125	111
1977						
March [1]	101.7	94.4	106.9	103	109	108
April	102.3	94.3	108.1	101	118	107
May	103.2	95.0	109.2	104	117	109
June [1]	102.1	94.7	107.4	99	118	107
July	104.8	94.3	112.4	107	125	110
August	104.7	94.4	112.3	110	118	111
September [1]	103.5	94.4	110.2	106	121	108
October	102.7	94.2	108.9	103	120	108
November	103.1	93.9	109.8	107	118	108
December [1]	106.9	97.3	113.9	114	125	110
1978						
January	104.9	95.1	112.0	105	129	109
February	106.8	96.8	114.1	109	130	111
March [1]	107.0	97.6	113.8	115	117	112
1977						
Oct-Dec	104.4	95.3	111.1	109	121	109
1978						
Jan-Mar	106.3	96.6	113.3	110	125	111
Percentage increase	1.8	1.4	2.0	2	3	2

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Table 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 – £ million Final estimates)	All kinds of business (16,296)	Food shops (6,866)	Non-food shops Total (9,430)	Clothing and footwear shops (2,436)	Durable goods shops (1,897)	Other non-food shops [2] (5,097)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	109.0	114.2	112	118	114
1973	126.9	123.0	129.8	128	136	128
1974	146.7	144.9	148.1	148	144	149
1975	174.4	175.0	174.0	171	168	178
1976	200.1	204.8	196.7	189	187	204
1977	228.0	234.7	223.1	216	206	233
1976						
1st qtr	189.6	193.4	186.8	179	177	194
2nd	196.1	200.3	193.0	187	185	199
3rd	203.4	208.0	200.1	193	190	207
4th	211.4	217.4	207.0	198	197	215
1977						
1st qtr	216.4	223.8	211.0	204	192	222
2nd	222.0	230.4	215.8	204	202	227
3rd	234.2	239.4	230.4	224	213	240
4th	239.4	245.3	235.1	231	219	243
1978						
1st qtr	246.0	249.5	243.5	237	228	252
1977						
March [1]	216.1	225.0	209.7	204	185	222
April	219.9	226.8	214.9	201	205	225
May	222.9	230.3	217.5	209	199	228
June [1]	222.9	233.5	215.2	202	202	227
July	231.5	236.6	227.8	220	213	237
August	235.8	239.5	233.0	230	209	243
September [1]	235.0	241.4	230.3	222	217	239
October	234.2	241.7	228.7	218	214	239
November	236.3	242.3	231.9	228	213	241
December [1]	246.0	250.6	242.7	244	227	248
1978						
January	241.0	245.0	238.0	223	233	247
February	246.5	249.4	244.4	235	237	252
March [1]	249.8	253.2	247.3	250	217	257
1977						
Oct-Dec	239.4	245.3	235.1	231	219	243
1978						
Jan-Mar	246.0	249.5	243.5	237	228	252
Percentage increase	2.8	1.7	3.6	3	4	4

[1] Five-week period.
[2] Including department stores and mail-order businesses.

Acquisitions and mergers of industrial and commercial companies: first quarter 1978

The number of acquisitions of industrial and commercial companies and the total amount paid for them both rose in the first quarter of 1978, partly off-setting falls in the previous quarter.

Table 1 shows that, as reported in the financial press, 138 companies were acquired for £231 million in the first quarter of 1978 compared with 126 companies acquired for £207 million in the previous quarter. The chart, which illustrates the level of acquisition activity over the last nine years, shows that after falling sharply in early 1974 and fluctuating at a relatively low level during 1975 and 1976, acquisition activity has since generally risen, though it remains much lower than the historically high levels of 1972 and 1973.

The largest acquisition in the first quarter of 1978 was that of Pontins acquired by Coral Leisure Group for an amount provisionally estimated at £53 million. There were three other acquisitions for amounts over £10 million: Federated Chemical Holdings acquired by Dalgety for £11.4 million, Madame Tussaud's acquired by S. Pearson and Son for £14 million, and Alliance Property Holding acquired by Cavenham for £10.7 million.

Table 2 shows that, as usual, most acquisitions during the quarter were for relatively small amounts. The 23 largest acquisitions, 17 per cent of the total number, which were acquired for amounts over £2 million, accounted for 76 per cent of the total expenditure. The average cost of acquisitions in the quarter was £1.7 million, much the same as in the previous quarter and in 1977 as a whole.

Table 3 shows that during the first quarter of 1978 the percentage of total expenditure on acquisitions in the form of cash fell from the high level of the previous quarter and that the percentage in the form of ordinary shares rose. The percentage in the form of fixed interest securities was again very low.

Tables 1, 2 and 3 are taken from a more detailed analysis published in Business Monitor M 7, Acquisitions and Mergers of Industrial and Commercial Companies (ob-

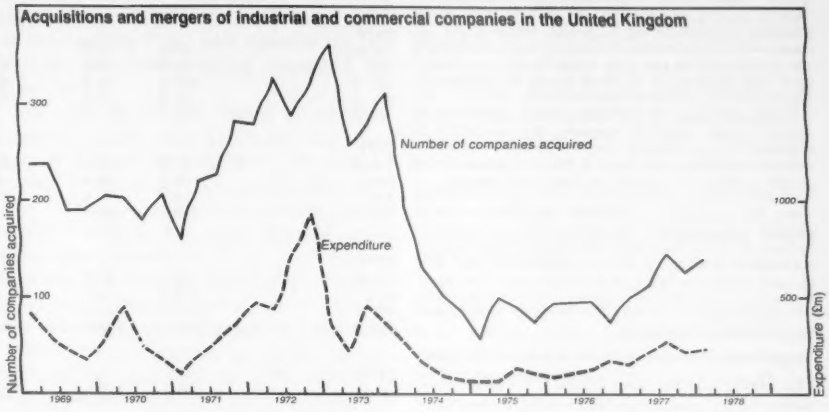

Table 1 Acquisitions and mergers within the United Kingdom

	Total all acquisitions and mergers [1]			Acquisitions of independent companies and mergers									Sales of subsidiaries between company groups		
				Total			Acquisitions of independent companies			Mergers [2]					
	Number acquiring	Number acquired	Value £m	Number acquiring	Number acquired	Value £m	Number acquiring	Number acquired	Value £m	Number acquiring	Number acquired	Value £m	Number acquiring	Number acquired	Value £m
1969	686	846	1 068.9	595	744	969.2	593	742	961.6	2	2	7.6	91	102	99.7
1970	629	793	1 122.5	490	614	996.6	484	608	954.1	6	6	42.5	139	179	125.9
1971	687	884	911.1	498	620	745.6	498	620	745.6	—	—	—	189	264	165.5
1972	928	1 210	2 531.6	716	938	2 346.2	710	931	2 336.9	6	7	9.3	212	272	185.4
1973	929	1 205	1 304.3	724	951	1 057.5	722	949	1 055.2	2	2	2.3	205	254	246.8
1974	427	504	508.4	307	367	459.1	306	366	451.6	1	1	7.5	120	137	49.3
1975	276	315	290.8	180	200	221.0	177	197	215.1	3	3	5.9	96	115	69.8
1976	315	353	427.2	218	242	327.5	217	241	327.1	1	1	0.4	97	111	99.7
1977	428	482	813.9	333	372	718.4	331	370	688.8	2	2	29.6	95	110	95.5
1975															
1st qtr	50	56	47.1	35	37	38.4	34	36	36.9	1	1	1.5	15	19	8.7
2nd	82	99	50.8	52	62	38.0	51	61	37.4	1	1	0.6	30	37	12.8
3rd	81	88	111.9	50	55	77.5	50	55	77.5	—	—	—	31	33	34.4
4th	63	72	81.0	43	46	67.1	42	45	63.3	1	1	3.8	20	26	13.9
1976															
1st qtr	82	93	71.3	62	71	65.3	61	70	64.9	1	1	0.4	20	22	6.0
2nd	81	93	93.3	49	55	44.3	49	55	44.3	—	—	—	32	38	49.0
3rd	86	95	108.1	55	60	76.3	55	60	76.3	—	—	—	31	35	31.8
4th	66	72	154.5	52	56	141.6	52	56	141.6	—	—	—	14	16	12.9
1977															
1st qtr	92	100	130.8	77	85	121.8	77	85	121.8	—	—	—	15	15	9.0
2nd	100	112	202.4	76	84	166.3	76	84	166.3	—	—	—	24	28	36.1
3rd	124	144	273.5	95	109	241.5	93	107	211.9	2	2	29.6	29	35	32.0
4th	112	126	207.2	85	94	188.8	85	94	188.8	—	—	—	27	32	18.4
1978															
1st qtr	114	138	231.1	93	107	195.2	93	107	195.2	—	—	—	24	31	35.9

[1] The number of acquiring companies may be less than the sum of the components because some companies acquire both independent and subsidiary companies. [2] A merger (which takes place when two companies combine to form a new company) is reckoned as the acquisition of the smaller company by the larger and is valued at the market value of the smaller company's share of the newly formed company.

Table 2 Size distribution of acquisitions within the United Kingdom

	1977		1977 1st quarter		1977 2nd quarter		1977 3rd quarter		1977 4th quarter		1978 1st quarter	
Expenditure £ million	Number acquired	Value £ million	Number acquired	Value £ million	Number acquired	Value £ million	Number acquired	Value £ million	Number acquired	Value £ million	Number acquired	Value £ million
Over 25	2	60.9	1	31.4	—	—	1	29.5	—	—	1	53.0
Over 5 and up to 25	36	439.3	4	41.0	11	125.2	12	161.4	9	111.7	10	85.1
Over 2 and up to 5	38	125.9	7	25.7	11	38.1	7	20.8	13	41.3	12	38.0
2 or less	406	187.8	88	32.7	90	39.1	124	61.8	104	54.2	115	55.0
Total	482	813.9	100	130.8	112	202.4	144	273.5	126	207.2	138	231.1

tainable from HMSO each quarter for an annual subscription of £1.56). The Business Monitor also contains tables analysing acquisitions and mergers by industry.

Notes

This analysis relates only to industrial and commercial companies in the United Kingdom and is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions. The Bank of England compiles an analysis of acquisitions and mergers relating to financial companies (banks, insurance companies, etc) which is published in the *Bank of England Quarterly Bulletin*.

No method of valuing acquisitions is altogether free from objection. The values shown here relate in general to expenditure during the current period, excluding any previous investments in the company acquired. Where possible, the values are market values, ie the cash paid or the market price at date of issue of shares or loan stock issued. Where market values are not available (as in the case of unlisted securities) or the cash payment is not disclosed, acquisitions are in general valued at the net book value of the acquired company. When comparing the series over time one must allow for the considerable short-term fluctuations in share prices, in addition to allowing for the general inflation of values.

Where the acquired company was a subsidiary of another United Kingdom company, the transaction is classified as a sale between company groups. Acquisitions between subsidiaries of the same company group, in the course of internal reorganisation, have been ignored.

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg when a bid is declared unconditional). This date usually comes before the date on which the shares in the acquired company are surrendered, although it may be considerably later than the date when the bid is first announced in the press. Revisions to the data may occur from time to time if there are acquisitions and mergers which come to light after the publication of the article.

Inquiries: Economics and Statistics Division 6a, Departments of Industry, Trade and Prices and Consumer Protection, Room 248, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5538.

Table 3 Categories of expenditure on acquisitions and mergers within the United Kingdom

	Expenditure (£ million)				Percentage of expenditure		
	Total	Cash	Issues of ordinary shares	Issues of fixed interest securities	Cash	Issues of ordinary shares	Issues of fixed interest securities
1969	1 069	296	552	221	27.7	51.6	20.7
1970	1 122	251	596	275	22.4	53.1	24.5
1971	911	285	437	189	31.3	48.0	20.7
1972	2 532	493	1 459	580	19.5	57.6	22.9
1973	1 304	691	466	147	53.0	35.7	11.3
1974	508	347	114	47	68.3	22.4	9.3
1975	291	173	93	25	59.4	32.0	8.6
1976	427	302	118	7	70.7	27.7	1.6
1977	814	510	296	8	62.6	36.4	1.0
1975							
1st qtr	47.1	38.7	7.1	1.3	82.2	15.0	2.8
2nd	50.8	33.5	17.3	—	65.9	34.1	—
3rd	111.9	64.4	24.0	23.5	57.6	21.4	21.0
4th	81.0	36.2	44.6	0.2	44.7	55.1	0.2
1976							
1st qtr	71.3	37.9	32.6	0.8	53.2	45.7	1.1
2nd	93.3	83.1	9.5	0.7	89.1	10.2	0.7
3rd	108.1	81.0	26.6	0.5	74.9	24.6	0.5
4th	154.5	99.8	49.8	4.9	64.6	32.2	3.2
1977							
1st qtr	130.8	95.7	35.0	0.1	73.2	26.7	0.1
2nd	202.4	113.7	84.6	4.1	56.2	41.8	2.0
3rd	273.5	149.5	120.8	3.2	54.7	44.1	1.2
4th	207.2	150.9	55.4	0.9	72.8	26.8	0.4
1978							
1st qtr	231.1	139.1	85.1	6.9	60.2	36.8	3.0

Wholesale textile houses: sales and stocks in February

Table 1 Textiles: wholesale sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1975	147	*1*	..	..
1976	146	*–1*	..	..
1977	149	*2*	..	..
1975 1st quarter	143	*7*	219	*16*
2nd quarter	135	*3*	197	*–2*
3rd quarter	146	*–1*	193	*–1*
4th quarter	165	*–5*	224	*13*
1976 1st quarter	133	*–8*	234	*7*
2nd quarter	127	*–6*	212	*8*
3rd quarter	149	*2*	204	*6*
4th quarter	176	*8*	228	*2*
1977 1st quarter	140	*5*	252	*7*
2nd quarter	125	*–2*	224	*6*
3rd quarter	153	*3*	214	*5*
4th quarter	180	*2*	228	—
1977 February	148	*8*	248	*9*
March	186	*7*	252	*7*
April	139	*2*	228	*10*
May	129	*1*	242	*11*
June	108	*–9*	224	*6*
July	119	*3*	239	*8*
August	142	*4*	227	*5*
September	199	*3*	214	*5*
October	201	*9*	212	*2*
November	163	*–4*	245	*7*
December	175	—	228	—
1978 January	91	*7*	213	*–3*
February	149	*1*	224	*–10*

Sales by wholesale textile houses in February showed an increase of 1 per cent on a year earlier, compared with no change in December and an increase of 7 per cent in January.

The value of stocks at the end of February showed a decrease of 10 per cent compared with the same period last year.

Inquiries: These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks [1]
	Feb 1978	Jan-Feb 1978	Feb 1978
Women's knitted outerwear, blouses and skirts	–6	6	–4
Women's coats, costumes, furs and raincoats	64	53	1
Women's underwear	–5	–9	–4
Women's hose and children's socks	–3	–7	–16
Haberdashery, ribbons and wool	–2	2	–15
Children's wear	–18	–20	–26
Men's and boys' shirts, pyjamas and outfitting	5	–7	–15
Gloves	1	–12	–30
Piece-goods and nets	–46	–38	–50
Household textiles	–9	–9	–19
Floor coverings, furniture and hardware	12	13	3
Boots and shoes	–10	–19	–15
Total [2]	1	3	–10

[1] Including some items not included among the subheadings. [2] Values at cost.

Manufacturers' output prices rise ¾ per cent in April

Output prices

The provisional price index for the home sales of manufactured products increased by ¾ per cent in April to 282.6 (1970 = 100).

The index for manufactured products other than food, drink and tobacco was also ¾ per cent higher as a result of increases spread across most sectors. This index increased by 2 per cent in the latest three months.

Higher prices for bread accounted for half of the 1 per cent rise in April in the index for the output of the food manufacturing industries. This index increased by 2¼ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period fell again from 11¾ per cent in March to 10¾ per cent in April. The increase over the latest six months was 4¼ per cent for the fifth month running.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry rose by 2 per cent in April to 337.2. Over the last 12 months the index has fallen by 3½ per cent.

Increased charges for electricity with effect from 1 April accounted for the whole of the 4¼ per cent increase in the index for coal, gas and electricity.

The rise of 2 per cent in the index for materials purchased by manufacturing industry other than food, drink and tobacco

was mainly due to the further depreciation of sterling in April. Crude oil accounted for nearly half of the increase. This index rose by 4½ per cent in the latest three months compared with a fall of 5½ per cent in the previous three months.

The 1 per cent increase in the index for materials purchased by the food manufacturing industries mainly resulted from higher prices for home-produced cereals and imported oils and oilseeds. This index rose 1¼ per cent in the latest three months.

1970 = 100

	Feb	Mar p	Apr p
Output prices (home sales)			
All manufactured products	279.2	280.5	282.6
Products of manufacturing industry other than food, drink and tobacco industries	287.1	288.6	290.8
Products of the food manufacturing industries	300.3	301.5	304.8
Prices of materials and fuel purchased			
By manufacturing industry	324.2	330.9	337.2
materials	329.2	336.0	341.7
coal, gas and electricity	276.6	282.2	294.0
By manufacturing industry other than food, drink and tobacco industries	333.1	341.4	348.8
materials	341.1	349.9	356.7
By food manufacturing industries	309.0	312.2	315.6
materials	308.9	312.0	315.3

p Provisional.

Inquiries: 01-215 3351.

Hire purchase and other instalment credit business in March

A total of £413 million new instalment credit was advanced by finance houses and retailers in March, after allowing for seasonal factors. Within this total, finance houses' lending was higher than in February but about the same as in January. Retailers' lending was similar to the level recorded in December, which was lower than in January or February. In the first quarter of 1978 total advances were 6 per cent higher than in the fourth quarter of 1977. Finance houses' lending increased by 7 per cent between the two quarters; retailers' lending increased by 5 per cent.

The average weekly value of retailers' instalment credit sales in March was lower than in January or February. In the first quarter of 1978 average credit sales were 5 per cent higher than in the fourth quarter of 1977. Within this total, durable goods shops' sales increased by 13 per cent, department stores' sales were unchanged and other instalment credit retailers' sales (mainly mail-order business) increased by 3 per cent.

The debt outstanding to finance houses and retailers increased by £78 million in March, bringing the total increase in the first quarter of 1978 to £245 million, compared to £159 million in the previous quarter. Amounts outstanding to finance houses increased by £182 million and those to retailers by £63 million during the first quarter. At the end of March, the total amount outstanding to finance houses and retailers was £3,507 million (not seasonally adjusted), 26 per cent more than a year earlier.

The statistics in table 1 and table 2 are seasonally adjusted to remove, as far as possible, variations in the level of business which occur fairly regularly each year and the effects of the timing of moveable bank holidays. It follows that the figures should not be affected by normal seasonal fluctuations. The seasonal adjustments of the finance houses' new credit extended have been revised to take account of the experience of recent years.

This affects the figures in columns 1, 2, 3 and 4 of table 1.

Inquiries: Departments of Trade, Industry, and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 349, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3162.

Table 1 Hire purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses[1]		Retailers[2]	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2 036	251	990	165	1 046	86
1972	2 466	438	1 222	296	1 244	142
1973	2 846	444	1 453	332	1 393	112
1974	2 508	—164	1 037	—160	1 471	—4
1975	2 981	—13	1 201	—55	1 780	42
1976	3 586	343	1 535	202	2 051	141
1977	4 392	625	2 072	500	2 320	125
1976						
1st qtr	833	37	340	8	493	29
2nd	872	79	382	55	490	24
3rd	913	100	392	56	521	44
4th	968	127	421	83	547	44
1977						
1st qtr	1 007	144	457	89	550	55
2nd	1 047	136	486	118	561	18
3rd	1 149	186	544	148	605	38
4th	1 189	159	585	145	604	14
1978						
1st qtr	1 260	245	626	182	634	63
1977						
April	346	48	155	41	191	7
May	356	46	168	43	188	3
June	345	42	163	34	182	8
July	360	51	164	40	196	11
August	402	75	199	64	203	11
September	387	60	181	44	206	16
October	378	45	179	39	199	6
November	401	53	198	45	203	8
December	410	61	208	61	202	—
1978						
January	429	85	213	62	216 r	23 r
February	418	82	201	57	217	25
March	413	78	212	63	201	15
1977						
Oct-Dec	1 189	159	585	145	604	14
1978						
Jan-Mar	1 260	245	626	182	634	63
Percentage increase	6		7		5	

[1] Direct business only: ie excluding agreements block discounted with finance houses by retailers. [2] Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnotes to table 2. r. Revised

Table 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

	Total[1]	Durable goods shops	Department stores	Other instalment credit retailers[2]
(HP and other instalment credit sales in 1971 £ million[3])	(1130)	(370)	(139)	(621)
1971	100	100	100	100
1972	117	117	106	120
1973	132	119	119	143
1974	139	94	122	169
1975	165	115	143	200
1976	190	136	162	229
1977	217	142	171	272
1976				
1st qtr	185	136	166	217
2nd	184	134	151	221
3rd	193	136	165	234
4th	200	138	166	244
1977				
1st qtr	205	135	166	256
2nd	210	136	153	266
3rd	227	148	179	284
4th	227	148	184	283
1978				
1st qtr	237	167	183	291
1977				
April	215	138	147	276
May	211	134	149	270
June [4]	205	136	162	256
July	220	147	170	275
August	229	144	171	292
September [4]	231	151	194	286
October	224	141	179	282
November	228	147	189	285
December [4]	228	155	183	281
1978				
January	243	180	187	293
February	244	166	189	302
March [4]	228	157	175	281
1977				
Oct-Dec av.	227	148	184	283
1978				
Jan-Mar av.	237	167	183	291
Percentage increase	5	13		3

[1] Durable good shops, department stores (including co-operative societies) and 'other instalment credit retailers'. [2] General stores (other than department stores) and general mail-order houses. [3] Excluding sales against checks issued by other organisations. [4] The monthly periods for retailers consists of four weeks except those marked [4] which are of five weeks. The period covered by March 1978 sales was the five weeks from 26 February 1978 to 1 April 1978. The corresponding period in 1977 was from 27 February 1977 to 2 April 1977.

Films Act 1960: combination of quota periods – 'Saturday Night Fever'

The Department of Trade, after consulting the Cinematograph Films Council and upon the application of EMI Cinemas Ltd, has issued a direction that for the following cinemas the years 1978 and 1979 may be combined as a single quota period, provided that the foreign film 'Saturday Night Fever' is exhibited for a continuous period of at least eight weeks and one day:

ABC1, Glasgow; ABC1, Edinburgh.

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Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 5 May 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Review No. 9 (31st Year)	BR/E 39570/7/5/83	7	4 May	Data Film Distributors Ltd	The National Coal Board
The Silent Witness	BR/E 39573/7/5/83	55	5 May	Enterprise Pictures Ltd	SJ Screenpro Ltd
Movietone News 2552	BR/E 39400/7/5/83	8	5 May	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
Iphigenia	F 39567	129	4 May	United Artists Corporation Ltd	Greek Film Centre SA, Athens
Prisoner Of Passion	F 39568	98	4 May	Intercontinental Film Distributors Ltd	Eriprando Visconti, Rome
The Magic Curse	F 39569	94	4 May	Intercontinental Film Distributors Ltd	Filmline Enterprises Hong Kong
A Piece Of The Action	F 39571	135	4 May	Columbia-Warner Distributors Ltd	Verdon Productions Ltd, California
The Army In The Shadows	F 39572	140	5 May	Artificial Eye Film Co Ltd	Corona, Paris and Fono Roma, Rome

NOTE
The quota life of the film 'The Contract' (BR/E 37756/3/11/79) has been extended to 7 November 1981 by a direction under section 2(2A) of the Films Act 1960 as inserted by section 10(1) of the Films Act 1970.

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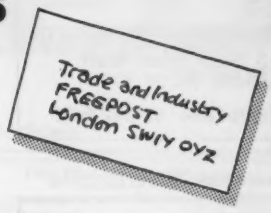

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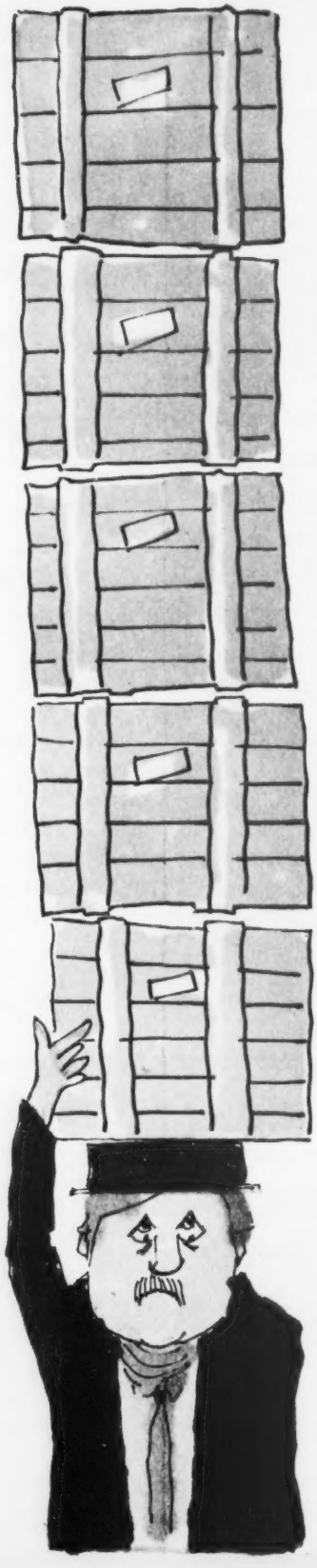

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